

## Denmark's EC future in doubt

# Major rules out referendum on Maastricht

By Robin Oakley in London and George Brock in Brussels

JOHN Major yesterday ruled out a British referendum on the Maastricht treaty, while President Mitterrand announced that the French would have the opportunity to vote on the deal.

As European ministers grappled with the implications of the Danish vote against the treaty on Tuesday, the Portuguese chairman of today's emergency meeting of European Community foreign ministers in Oslo suggested that Denmark's continued membership of the Community was in doubt.

The government suspended parliamentary progress on the bill to ratify the treaty as the prime minister and Douglas Hurd, the foreign secretary, faced up to the prospect that Britain's six-month presidency of the EC would be devoted to salvaging the wreckage of the deal. After an emergency meeting of ministers in Downing Street yesterday morning the government postponed the

committee stage of the Maastricht bill until the picture in the rest of Europe becomes clearer. MPs on all sides had made it clear they would fight any attempt to carry on in the present circumstances. However, the Irish referendum on the treaty will go ahead as planned on June 18.

Without Danish ratification the Maastricht treaty cannot come into effect. Mr Major insisted, however, that Britain and the other European governments would go ahead with ratification in the "expectation" that the Danes would be able to join them "in due course".

After a telephone conversation with Poul Schluter, the Danish prime minister, Mr Major held out to MPs the hope of a further Danish referendum. But the mood in Whitehall and Westminster was that the Maastricht treaty was now a dying duck.

Although Mr Major told MPs that further consideration of the details of the treaty should be postponed, he emphasised that he would work for its implementation once Britain takes over the EC presidency next month.

"The ratification and implementation of the treaty is in our national interest and we shall continue to work for the Community we secured in that negotiation," he said.

Responding to a call from Paddy Ashdown, the Liberal Democrat leader, that the British people should be given a chance to vote on the treaty, Mr Major said: "I am not in favour of a referendum in a parliamentary democracy, and I do not propose to put one before the British people." An early day motion was circulated last night urging the government to use the suspension of the Maastricht bill to concentrate on creating a common market and widening the EC borders. It attracted 60 signatures within an hour.

Today's emergency meeting in Oslo, which will be attended by Mr Hurd, will hear an opening bid from Uffe Ellemann-Jensen, the Danish foreign minister. He said yesterday that he would now try to "save what can be saved" from the Maastricht treaty, but he has already been told by the Portuguese prime minister and foreign minister, who now hold the EC presidency, that Denmark cannot expect to renegotiate the treaty.

The surprise Danish result has meant that the agenda for the Lisbon EC summit at the end of this month will have to be rewritten. João de Deus Pinheiro, Portugal's foreign minister, spent Tuesday evening conferring with other member states and had breakfast yesterday with Jacques Delors, the president of the European Commission. Afterwards Senhor Pinheiro announced that the 11 other countries would press ahead with ratification of the treaty, although privately he said that the EC could not include states that did not "accept the Community's fundamental objectives".

This threat reflects an initial informal consensus that an attempt should be made at the Lisbon summit effectively to expel Denmark from the

EC, relegating it to some kind of associate status. There is, however, no formal mechanism for such a move. Danish official sources reflected the vulnerability which the Copenhagen government already apparently feels by predicting that Denmark might surrender its chance to hold the EC presidency in the first half of next year.

A grave-looking M Delors said that Denmark's vote had implications not only for EC members but "also for the enlargement which we envisage". His statement indicates a feeling among EC leaders that the Community should be wary of accepting any new members that might disrupt integration. Two applicant countries, Sweden and Switzerland, have powerful anti-EC lobbies similar to the Danish grass-roots group that derailed the treaty.

EC officials are studying the possibility that the tripartite structure of the Maastricht treaty could be broken up so that Denmark could be invited to hold another referendum on closer integration on existing Community policies, without committing itself to planned co-operation on foreign affairs and criminal justice.

The French government reacted swiftly to what it views as bad news from Denmark. Mitterrand announced that ratification of Maastricht would be subjected to "a popular vote", but neither the date nor the terms disclosed. However, with opinion polls consistently reporting a clear majority in favour of continued European integration, Mitterrand can feel confident about the outcome.

A joint Franco-German communiqué issued after Mitterrand's decision, reaffirmed the unwavering commitment of the Community's two most influential member states to the Maastricht agreement. "The position of France and Germany is to pursue the undertaking and to apply the totality of the accords," it declared. "The two countries intend to adhere to the foreseen timetable for ratification of the Maastricht treaty and greatly desire to see other member states of the European Community ratifying it between now and the end of 1992."

A DOCKLANDS building chosen by civil servants as their preferred new location was dropped abruptly before the shortlist of sites was announced to the Commons on Tuesday. The disclosure came as the environment department began negotiations with the Treasury over inducements for staff to travel to the chosen site.

Thomas More Square, a complex of six buildings and about 400,000 sq ft of empty space, was on the original shortlist of four sites looked at by the environment department as a new home for 2,000 employees who have to leave their Westminster headquarters. The site was preferred by the employees' union, the National Union of Civil and Public Servants, because it was on the edge of Docklands, closer to Whitehall than the other sites.

But there was no mention of the site when Michael Howard, environment secretary, announced his negotiations with the developers of Harbour Exchange, East India Dock and Canary Wharf, all in the heart of Docklands and at least 20 minutes further from Whitehall than Thomas More Square.

His decision angered civil servants and came as a surprise. Continued on page 18, col 1



Riding high: a jubilant John Reid on Dr Devious after winning the 213th Derby by two lengths yesterday. The favourite, Rodrigo De Triano, ridden by Lester Piggott, finished ninth. The Queen watched the race from the new Epsom stand she had opened earlier. Derby coverage, pages 28, 29, 32

## Workers' dockland choice dropped

By Rachel Kelly and Jill Sherman

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His decision angered civil servants and came as a surprise. Continued on page 18, col 1

## Rio summit opens to silence before the expected storms

By Michael McCarthy, Environment Correspondent, Rio de Janeiro

TWO minutes' silence on behalf of the Earth succeeded briefly in uniting delegates from more than 150 nations at the United Nations Conference on Environment and Development, the Earth summit, which formally opened in Rio yesterday. It is doubtful that much else will.

Wide divergence of views was evident soon after the silence, suggested by the UN secretary general, Boutros Boutros Ghali, as a mark of respect for the planet's problems, which the summit will address by trying to turn the world economy on to a new environmental path. More than 150 world leaders, led by a reluctant President Bush, who agreed to attend only when the summit's global warming treaty had been weakened to American satisfaction, will arrive next week to set their seals on the deliberations in the largest gathering of heads of state and government ever held.

In the huge Riocentro convention hall, 20 miles south of the city and guarded by Brazilian armed forces, M Ghali proclaimed that "the time of the finite world has come". He was only the first of a succession of senior UN figures and national leaders, including Brazil's President Collor, Norway's prime minister, Gro Harlem Brundtland, the conference's moving spirit, and King Carl Gustaf of Sweden, to insist that the world was at a turning point and that its present path of

unsustainable development had to be changed. However, the differences that may bar a common way forward were spelled out by William Reilly, of the United States delegation. He confirmed that America saw no way to sign Rio's biodiversity convention, and hinted that the US might seek to re-open its declaration of principles.

Brazilian offer, page 11  
Letters, page 15

## Lloyd's losses put at more than £4 billion

By Jonathan Prynn

LOSSES at Lloyd's of London for the 1988 to 1991 period will total more than £4 billion, leading analysts of the market have forecast.

The loss for the 1989 year, the worst in Lloyd's history, could alone exceed £2 billion, according to Chaset, a firm specialising in analysis of the performance of Lloyd's syndicates.

Charles Sturge, of Chaset, said that the scale of the losses meant that Lloyd's would be forced to seek government assistance, a claim always de-

nied by Lloyd's. John Rew, also of Chaset, said that if no action is taken Lloyd's will be "inexorably wiped out over the next three years".

About a third of Lloyd's 22,000 membership has been hit particularly hard by the losses, mostly on pollution and disaster claims.

The Council of Lloyd's yesterday considered proposals designed to put a ceiling on the losses of the names most badly affected.

Lloyd's rescue, page 19

## Mistaken identity

An innocent woman was arrested in a dawn raid at her home in Scarborough by police searching for a mother wanted for abducting her daughter in America. Both women were called Amy Cobb, they shared the same birthday and had daughters of the same age. The innocent Mrs Cobb's husband's name was Neil, as was the wanted woman's last known boyfriend. Page 3

## Channel hop

Holidaymakers and businessmen could soon be crossing the Channel in ten minutes on an Anglo-Russian sea plane that flies 45ft above the sea at 350mph. Page 5

## Test case

A trainee nuclear submarine commander passed a qualifying test for senior officers unaware that his vessel had sunk a trawler, killing four men. Page 5

## Perot aides

The Republican Ed Rollins and the Democrat Hamilton Jordan, two of the best-known political strategists in America, are to be co-managers of Ross Perot's unofficial presidential campaign.

Absent victor, page 11  
The stars fall out, page 14

## Morley dies

The actor Robert Morley died in hospital after suffering a stroke at his Berkshire home at the weekend. He was 84. Page 18

## Barnes out

John Barnes, the Liverpool winger, is out of the European football championship finals after rupturing his achilles tendon. Page 32

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## Single-sex victory for Somerville women

By Matthew D'Ancona, Education Reporter

NEVER has a Balliol man so chivalrously obliged the women of Somerville College, Oxford. Students at the 113-year old single sex college yesterday won a tactical victory in their campaign to prevent the admission of men, when Lord Jenkins of Hillhead, the college visitor, university chancellor and Balliol graduate, recommended a two-year postponement of the policy.

Catherine Hughes, Somerville's principal, and the college fellows, agreed in a joint statement to follow the recommendations. The student campaigners, however, reserved final judgment. "The junior common room is heartened that the visitor has at least ruled that the governing body must take a less hurried approach," a spokeswoman said last night. But the legal argument would go on. Lord Jenkins, who heard a petition

from students last month, said that delaying the admission of male undergraduates until 1995 "would mean that with a very few exceptions the present undergraduates would all have gone, and that the issue of their expectations, legitimate or otherwise, would have been disposed of."

"It would also give the governing body an adequate period in which to reflect on the issue, to pursue the fullest consultations, and to endeavour, if they are still of settled mind, to carry three successive waves of recruits with them."

In a passage likely to have caused a few tight lips in Somerville's senior common room, the visitor criticised the haste with which the decision had been taken and the failure to consult undergraduates in due time. In contrast to the last time the matter was considered in 1986, "This resulted in no decision being taken, and it might be thought that the governing body, having once

had their fingers burned, were determined not to let it happen again."

The governing body's decision to admit men, he said, was not illegal. He found the campaigners' argument that the college could not make such a change without parliamentary approval "spirited rather than convincing".

There was no reason, he said, why the college's fellowship should not be open to men.

The dispute over mixed admissions has dominated the college for three months. More than 80 per cent of Somerville's 400 students are believed to oppose co-education and their campaign, which may still go to court, has won support from distinguished graduates such as Margaret Thatcher and Shirley Williams.

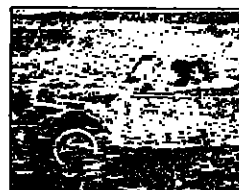
Three more years of civilised separatism will probably bring Somerville women to the negotiating table; but it will surely not end the fight.



Jenkins: decision was taken too hastily



## TOPLESS DRIVING



Oh the joy of the open road with an open roof for an exhilarating spin round the Périphérique. Life & Times, page 1

## TOPLESS HOUSING

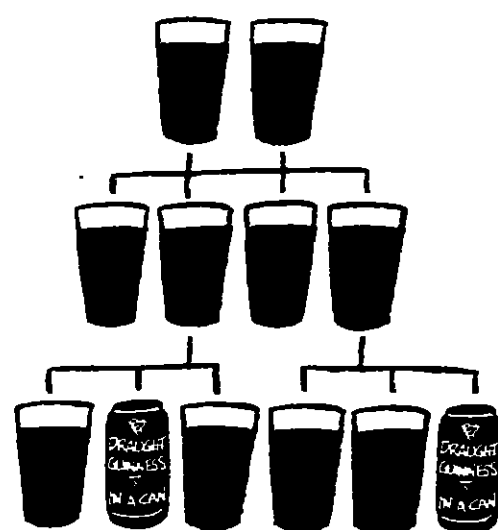


Roof falling in? Dry rot in the beams, wet rot in the foundations? Pas de problème for the Gallic builder. Life & Times, page 4

## TOPLESS SUNBATHING



You fix her in the eye, your gaze never wandering below her chin - John Diamond struggles with his sang-froid on the beach. Life & Times, page 1



Taste - Some people are just born with it.

PURE GENIUS



## Court gives doctors right to refuse life support

By FRANCES GIBB, LEGAL CORRESPONDENT

A MOTHER lost her legal battle yesterday for a court order to force reluctant doctors to put her severely brain-damaged baby son on a life support machine.

In a landmark case which affirms the freedom of doctors to decide for themselves what is the best treatment, the Court of Appeal decided not to order the boy to be put on a ventilator. The boy, referred to only as baby J, had suffered severe injuries in an accident at home when six weeks old. He has such a poor chance of life that doctors oppose putting him on a ventilator.

The appeal judges were told that the boy, now 16 months, who is cared for by foster parents, is paralysed, blind, suffers from epilepsy, has to be fed by tube and is totally dependent on others. Doctors consider that placing him on a ventilator would cause him additional distress and pain. He could soon reach a point where, without such support, he would die.

Lord Donaldson of Lynton, Master of the Rolls, sitting with Lords Justices Balcombe and Leggatt, allowed an appeal by an unnamed London health authority responsible for his treatment and set aside an interim High Court order won by his mother last month requiring doctors to intervene, pending a full hearing of the case on June 15.

Full reasons for the appeal judges' decision will be given later, when it is likely that lawyers for the mother will seek leave to go to the House of Lords. The treatment of the child will be kept under review.

The case was the first of its kind in either the United Kingdom or the United States. In the past, courts have been asked to make decisions on treatment in a few cases where babies have been born with handicaps, but those did not raise any question of judges ordering doctors or health authorities to carry out treatment against

their judgment. A senior QC said: "This ruling is very important. The judges are saying that the court will not exercise its jurisdiction to order a doctor to treat a patient in a particular way: it is a matter for the doctor."

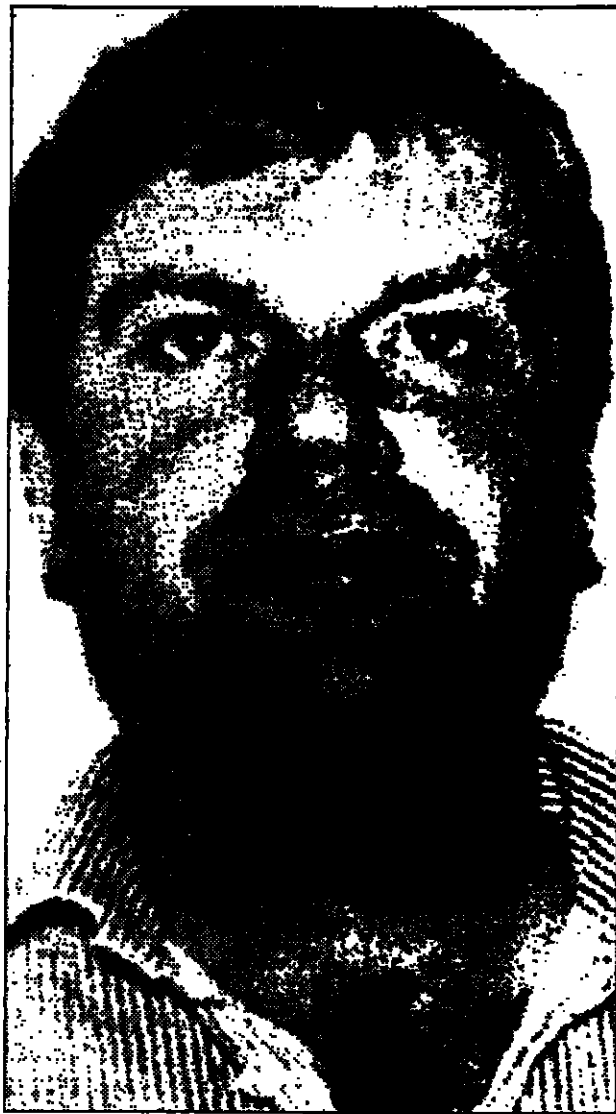
Diana Brahm, a barrister specialising in medical ethics, said: "This ruling seems in line with a trend which shows the higher courts increasingly unwilling to interfere in medical practice. It is a clear signal that, if doctors are acting in line with the patient's best interests and in accordance with medical practice, then they should be allowed to get on with it."

The British Medical Association said yesterday: "This is yet another example of the very difficult decisions doctors have to make when treating children. Doctors are always loathe to go against the wishes of parents, relatives or guardians, and will only do so when they feel there are definite clinical reasons."

Lord Donaldson said the judges were aware that the situation could change. "I have no doubt that the doctors caring for this child will review the situation at each stage and will not in any way close their minds because of a decision they reached in other circumstances."

Yesterday's case is the reverse of the dispute over Daniel Stenman, 4, from Torquay, who has a rare brain tumour and whose mother faces legal action by doctors because she refuses to let him have radiotherapy with only a 30 per cent chance of success.

Earlier, the court banned publication of any material which might identify the child, or the soliciting of information from the parents, foster parents or hospital staff. Some reporters had "doorstepped" the foster parents' home and pestered the hospital with telephone calls, the court was told. Such conduct was reprehensible, Lord Donaldson said.



Malcolm Smith, who is sought by police, and Jayne Harvell, the barmaid found murdered in her flat

## Murder police seek jail escaper

By STEWART TENDLER, CRIME CORRESPONDENT

POLICE forces across Britain have been circulated with a description of a prisoner with a record of violence and rape who vanished on home leave from a Dorset prison.

Last week he was given two days' home leave to prepare him for eventual release and was due to return to The Verne prison in Portland last Friday. He absconded and police believe that he has been given camping equipment by an acquaintance and could be living rough.

Miss Harvell, 26, was found bludgeoned to death in her flat at Westbourne, Bournemouth, on Monday afternoon. She had died from repeated blows to the head. Smith is believed to have frequented the Old Thumper public house in Westbourne, where Miss Harvell once worked.

He was convicted at Reading last December for false imprisonment while on parole after serving part of a 7½ year sentence imposed in

1987 in Leeds for rape. His sometimes violent career has brought him before the courts 23 times.

Mr Donohue said: "While he was in the Bournemouth area, attempts were made by friends to persuade him to return to prison. A girl has been murdered and possibly raped. I am extremely concerned that this could happen again."

"From our enquiries we believe that this man could pose a threat to specific members of the public in various parts of the country. Measures have been taken to ensure their safety."

Mr Donohue added: "Here we have a prisoner on the run, known to be violent and very dangerous. In the interests of public safety I consider it a matter of the highest priority to find this man."

He said that Smith, who speaks with a Newcastle accent, could be anywhere in the country.

Mr Donohue emphasised that police were pursuing a number of enquiries and repeated that Smith was being sought for interview.

Smith, who is 6ft 1in, has tattoos on his right forearm of the name Dawn, a woman's head, the names Mam and Mary and dotted lines. On his left forearm are the tattoos Janice, Dad and Mongol Warrior.

He was convicted last year after holding his landlord prisoner at his home in Weston Turville, Buckinghamshire, because he feared the man had reported him to police for a murder committed in the Southampton area.

Smith, who was born Malcolm Colin Graves in Newcastle upon Tyne but changed his surname by deed poll, admitted falsely imprisoning Christopher Day and stealing his wallet.

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## Scientist stands by Ward tests

By RICHARD FORD, HOME CORRESPONDENT

FRANK Skuse, the former Home Office scientist, yesterday stood by the scientific methods which helped to convict Judith Ward and the Birmingham Six.

Although his findings have been discredited, Dr Skuse said he had offered to give evidence in Miss Ward's appeal as well as proving his case in scientific laboratories. Speaking on the eve of today's formal quashing of Miss Ward's conviction for the M62 IRA coach bomb attack, he said he had documents which would prove his "method and evidence have not been and cannot be discredited".

At the Birmingham Six appeal last year, tests which Dr Skuse said showed that two of the six had handled nitroglycerine were discredited after new evidence that the results could have been caused by soap. During Miss Ward's appeal, the Crown said that similar tests had been discredited and that it would not rely on his evidence. Dr Skuse failed in a plea to give evidence on his behalf.

He denied that he had been party to any suppression of evidence and claimed that at the time of Miss Ward's trial in November 1974, he wrote to the forensic science adviser to the Home Office to resolve all issues the defence raised over the Crown's scientific evidence at the trial. "It was

made abundantly clear that I was solely concerned with the interests of science, accuracy and justice, for I feared that there would be further bomb atrocities."

His "procedures and methods were unanimously confirmed" at a meeting of 37 senior forensic scientists at the Home Office forensic science laboratory at Chorley, Lancashire, on February 14, 1975, he said.

Dr Skuse said that "in the interests of openness and justice" he had made a statement to the DPP and delivered all his documents and scientific evidence to the Court of Appeal. "And, as a scientist should, I offered to prove my case in the laboratory. Perhaps there will be a public inquiry. I believe that it is of concern to the public."

Dr Skuse admitted during the Birmingham Six's unsuccessful 1987 appeal that he was forced to retire ten years early, after Home Office officials told him that he must go in the public interest and the director of the government laboratory where he worked argued that he had limited efficiency.

Billy Power, one of the Birmingham Six, dismissed Dr Skuse's claims as ridiculous and said that he was simply trying to save his skin. He said: "It's a load of rubbish. He is totally discredited."

## War crime evidence 'altered'

A CLAIM that the KGB manipulated evidence implicating Antony Gecys in war crimes, was made by his counsel at the Court of Session in Edinburgh yesterday.

John Simpson said that there were clear echoes in the evidence of three Lithuanian war veterans of KGB torture and indoctrination leading to their testimony.

Mr Gecys, 75, now of Edinburgh, is suing Scottish Television for £600,000 over a documentary, *Crimes of War*. He denies allegations that he took part in killing civilians.

Mr Simpson said that three Lithuanian eye witnesses had changed their evidence over the years. One, Edvardas Goga, 78, who gave evidence for STV in February, had told the court: "You cannot imagine what it was like to be in the hands of the KGB."

Mr Simpson said that another witness, Juozas Aleksynas, might have gone back on evidence because the KGB did not have the control now that it had had in 1987 when he appeared in the film.

The case continues today.

### CORRECTION

The feature on genetics on yesterday's Science page was by Norman Hammond, Archaeology Correspondent, not by Nigel Hawkes as stated.

## Bafta voting saga takes new twist

The controversy over allegations of vote rigging in the Bafta television drama awards took another twist yesterday after the academy's ruling council refused to endorse a statement agreed by the Bafta chairman recognising the "honesty and integrity" of the four judges central to the plot (Melinda Winstock writes).

The four — Archie Tait, head of development at Zenith Productions; Ross Dyer, a South African film director; Louis Marks, a producer; and David Reid, a scriptwriter — who last month rejected rumours that one of them had lied about which programme he had voted for, yesterday gave up their struggle to solve the whodunnit, saying they are no longer prepared to expend time and effort to "right a wrong that the academy itself should so obviously be doing". They have consistently denied voting last March for the winning programme, Granada's *Prime Suspect*, and insist they all chose Alan Bleasdale's political thriller *GBH*, shown on Channel 4. There were seven judges in the best drama category. The ballot papers were destroyed.

After a meeting with the four last week, Richard Price, the academy's chairman, and Tony Byrne, its director, agreed to put a joint statement to council. The statement, rejected on Monday, recommended a change in the balloting rules to prevent a repetition, recognised that Bafta had found no irregularities during an internal investigation and recognised the honesty and integrity of the four judges.

The four judges now hope their call for a "full, open and independent inquiry" will be taken up by members of the academy at an annual meeting on June 23.

## School helps pay fees

Winchester College has stepped in to help parents struggling with the school's £10,800 annual fees. The families of three pupils have already been helped by the Hampshire school, which has an annual income of more than £1 million from legacies, property and other investments. James Sabben-Clare, the headmaster, said that the school would assist only those parents who produced audited accounts. "The amount we would give them would depend on each individual case," he said. The contingency budget was likely to be needed again next year, he added. Many parents have sought credit from schools or direct debit arrangements. At least one independent school has hired a debt collector to cope with the growing problem of unpaid fees.

## House prices rise 0.4%

House prices rose by 0.4 per cent last month, the Halifax building society said. Earlier this week, the Nationwide recorded a 0.6 per cent rise. Both lenders have cautioned against over-optimism. The Halifax said that although prices showed a 0.4 per cent rise in May, on a seasonally adjusted basis house prices fell by 0.5 per cent. "House prices normally show some increase at this time of year, and after adjusting for seasonality, prices remained weak," a spokesman said. "There are still few signs of any strong recovery in the housing market, although the falls in interest rates and lower house prices have made houses much more affordable." The Halifax calculates that the average price of a house is £62,709, 6.2 per cent less than a year ago.

## Helper 'assaulted boys'

A charity worker with the Suzy Lamplugh Trust offered two boys aged 16 shelter and food at his flat but instead gave them lighter fuel to sniff, assaulted them as they slept and terrorised them with a pistol, bayonet and hand grenade, the Old Bailey was told. His employer then warned him that police were investigating him for sex abuse, the prosecution said. Dennis Morgan, 26, denies buggery, indecent assault and unlawful possession of a firearm. His director, Mary Asprey, 51, denies perverting the course of justice. James Curtis, for the prosecution, said that Mr Morgan had been a runaway. His job at the trust was to frequent the London haunts of rootless young people and encourage them to return home. Mrs Asprey was a director of the trust's missing persons project. The case continues today.

## Fan left out of Hill will

A woman that Benny Hill, the comedian, affectionately called "my kitten", has been left out of his will. Mr Hill, who died in April, said last year that he planned to leave the bulk of his money to fans Jeanette Warner and Phoebe King, cerebral palsy sufferers. After Miss Warner's death in February, Miss King looked set to become the main beneficiary of the £10 million will. She has learned in a letter from the administrators of the will that she is not among the beneficiaries. Shortly before his death Mr Hill is understood to have told a friend he planned to make a new will, but administrators are believed to have found just one which dates back some years and names relatives who have died. Solicitors for Mr Hill's executors would give no details about the will, saying only that they were making progress.

## Postie of the year



Judy Cross, left, was voted Postie of the Year 1992 yesterday after the judges heard that she shopped for everything from pills to out-sized bloomers for house-bound "customers". Mrs Cross, 48, of Foulden, Norfolk, a postwoman for 13 years, tells elderly residents to hang a yellow duster in the window when they need help. She was nominated by Radio 2 listeners and was chosen from 1,000 posties for the Royal Mail's £1,500 award.

## Action on tax cheats

Untaxed vehicles parked in London are to have windscreen warning notices attached, telling drivers that they have been reported, and should buy a vehicle licence immediately. The action, warnings are part of a month-long campaign launched by the Metropolitan Police and the Driver and Vehicle Licensing Agency. The campaign begins with a two-week period during which motorists will be encouraged to ensure that their vehicles are properly taxed. However, from June 15, there will be roadside checks, and untaxed drivers could be taken to court and fined up to £550. The campaign was launched in London by Kenneth Carlisle, minister for roads, and London police chiefs.

## Jaguar sales rise saves jobs of 200 workers

By KEVIN EASON, MOTORING CORRESPONDENT

JAGUAR has cancelled plans to dismiss 200 workers. The decision follows a doubling of sales in the United States that has put the company on course to wipe out its financial losses.

American sales increased to 1,070 last month, compared with 525 in May of last year. Total sales for the first five months of the year rose by 12.5 per cent in a market struggling to emerge from recession.

The company has devised a leasing scheme that allows American buyers to take home a Jaguar for fixed monthly repayments, with the option of trading in the car for a new one at the end of the term. In Britain, sales

rose 16 per cent in April, although May is expected to be shown as less busy when figures are published later today. Executives at Jaguar's Coventry headquarters believe they are seeing a glimmer of hope after two years of sliding sales, lower production and financial losses.

Jaguar recorded a deficit of £220 million last year, its worst performance since the financial troubles of 1980 as part of the former BL conglomerate. Analysts thought that losses might fall to £90 million this year but there is a growing belief that the company could break even if it maintains its revival.

The sales figures are the best news that Jaguar has been able to present to Ford since the American multi-national

bought out the British company in 1989 for £1.6 billion. Bill Hayden, appointed chairman by Ford to take over from Sir John Egan, was appalled when he saw the Coventry factory, describing it as the worst he had seen outside Gorky. He reduced the workforce by 4,000 last year, ended demarcation zones on the shopfloor, introduced Japanese-style team working and brought in new component suppliers to improve quality.

Sales of luxury cars on both sides of the Atlantic were badly hit in the recession. Orders in the United States and Britain fell by more than 40 per cent last year and losses were running at more than £4 million a week.

Jaguar sold every car it made last

year at a loss of £6,500 each, it was estimated. The pain of last year's cuts will, however, bring benefits if the sales surge continues. With overhead costs massively reduced, the company can now enjoy the prospect of greater profits from each sale.

Confidence is returning, underlined by the fact that Jaguar has started to attack its competitors by offering three-year/60,000 mile warranties instead of the previous one-year guarantee. Only Toyota matches that in Europe, with its Lexus model.

The new warranty is expected to boost sales further in the United Kingdom, particularly from August when forecasts predict that the British market should revive from its two-and-a-half year slump.



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# Mother held in dawn raid was victim of mistaken identity

By David Young

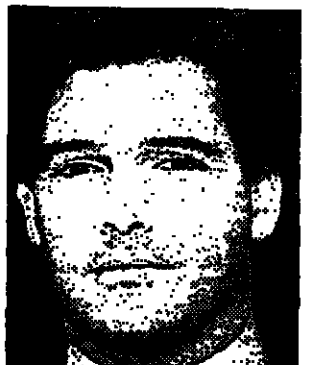
A HIGH Court judge yesterday invited a family to take tea with him in his chambers after apologising for a "ghastly error" which resulted in an innocent woman being arrested at dawn and taken to court with her husband and two children, under suspicion of child abduction.

Mr Justice Ward apologised in open court to Amy Cobb, 29, her husband Neil, 40, and their children Sebastian, ten, and Rebecca, four, for a series of coincidences that had brought them to court in London. He allowed the children to try on his wig and gown before they returned to their home in North Yorkshire.

The judge said that Mrs Cobb had been arrested at her home in Seamer, near Scarborough, at 5am yesterday as a result of an application she had made to register as a child care assistant with her local council. He said that "cruel fate" had taken a hand. A routine check by the council with police showed

that a woman who sometimes went by the alias Amy Cobb had been missing for two years in defiance of a court order after fleeing from America with her daughter, who she had taken from the custody of her ex-husband.

The missing Amy Cobb had the same birthday as Mrs Cobb from Scarborough. She looked like her, the little girl she snatched was roughly the same age as Mrs Cobb's



Jon Gibson after flying from America yesterday

daughter, and her last-known boyfriend was called Neil, as was Mrs Cobb's husband. When this was discovered, the High Court Tipstaff, the official in charge of arresting people in contempt of court, was alerted and police were instructed to raid the Cobb home.

The court was told that the likeness between Mrs Cobb from Scarborough and the missing Amy Cobb was uncanny. Even the father of the missing child had at one stage not been sure if he was in the presence of his ex-wife. However, the documents Mrs Cobb brought with her proved beyond doubt that she had nothing to do with the missing woman.

The judge said yesterday that he was satisfied that everyone had acted in good faith. He said: "The consequence was, however, quite catastrophically disastrous. Mrs Amy Cobb was duly arrested. She was able to gather some documents together to vouch for her identity, but she was conveyed under escort from Scarborough to the Royal Courts of Justice."

He said: "When the matter was dealt with, I felt the least I could do was to invite them to take tea with me in the hope that, if I dressed Sebastian in capes of scarlet and ermine and thrust a wig on his head, he might at least see some element of fun to take from his mind the scars of the ordeal."

The truth came as a disappointment for the father of the missing child, Jon Gibson, who had flown to England from Jackson, Mississippi, after being told that his ex-wife had been traced and that he would be re-united with his daughter, Connor, whom he had not seen for two and a half years.

Mr Gibson, 30, a film location scout, said: "When I saw this family I realised that it was another false alarm. I have become used to disappointments, but I know that some day, somewhere, I will find my daughter or maybe in years to come she will find me."

The Lord Chancellor is now to be asked to investigate the possibility of an ex-gratia payment being made to Mr and Mrs Cobb.

Mr Cobb said later: "What happened seemed completely unreal. My first reaction was complete disbelief. You don't expect to be woken by police arresting your wife at five in the morning."

The court renewed a plea for information to help trace the missing Amy Cobb, an actress who at one time had a small part in the soap *General Hospital*.

Her real name is Amy Gibson. She has a scar on her chest from heart surgery when she was young.

## Students divided on politics of parking

By Nicholas Watt

THE days when student political arguments revolved around revolution and American imperialism are long gone, judging by a tiff at Exeter University. Students have divided on doctrinal lines over who may drive on to campus.

With the blessing of the students' union, the university has withdrawn parking permits from students who live within one and half mile of the campus, whose car parks have become increasingly clogged up as student numbers rise.

William Perrin, owner of a nine-year-old VW Golf, said: "This whole thing stinks of embittered left-wing hacks having a go at the better-off students. Exeter has traditionally had wealthy middle-class students, which the union has never taken account of."

Mr Perrin also detected cunning by the university. "They have dictatorially imposed this blanket ban during the summer, when there will be no opposition while everyone sits exams," he said. Seriously rich students will escape the ban. Mr Perrin said. "Wealthy students tend to live well outside the radius in villages on the edge of Dartmoor. I live in a Coronation Street type house right in the middle of the radius."

Chas Early, president of the guild of students, said: "It is ridiculous to say we are bashing Sloane Rangers. The parking situation is a mess and there is a general feeling that bikes and public transport should be promoted."

Sarah Hamilton, a law student who lives three quarters of a mile from the university and drives an old Ford Fiesta, said: "There is no bus route going past my house and I feel apprehensive about being out on the street when it is dark."

Ms Hamilton added: "I realise that there is a problem with parking at the university, but there does seem to be a lot of unused space."

Arrangements on parking space should recognise that assaults on women in the area were a problem, she said.

Bettina Jordan, who drives the statutory Volkswagen, admitted that the Conservative association



University challenge: Sarah Hamilton, who faces a ban on campus parking

was the centre of opposition. Ms Jordan, a party stalwart, said: "I know it sounds awful, but it is the Tories who are up in arms because they tend to be car owners. This is going to be a complete nightmare for some of my girl friends who

live on the border of the radius."

Professor Edward Abel, deputy vice-chancellor and chairman of the working party on parking, said: "I have had to steer a course between people who wanted to grass over all the car

parks and others who wanted even more space for cars. It is unfair to say that Exeter is a particularly affluent university. We have our fair share of bangers and smart cars. I certainly don't walk past Lamborghinis on my way to work."

## Court told of plot to kidnap Gascoigne

An underworld gang which modelled itself on the Kray twins plotted to kidnap the former Tottenham football player Paul Gascoigne, Newport Crown Court was told yesterday.

They planned to use Paul Edwards, their "minder" who was working as Mr Gascoigne's chauffeur and bodyguard, to help the abduction, the court was told.

The gang's leaders were the brothers Lindsey and Leighton Frayne. Michael Topolsky, defending Lindsey, said on the second day of the brothers' trial: "There was a plot to kidnap Paul Gascoigne. He was very close in an hotel near the safe house."

Lindsey, of Pantiside, Newbridge, and Leighton, of Six Bells, Aberllynny, both Gwent, deny conspiracy to deal in firearms, possession of prohibited weapons and conspiracy to rob. Lindsey denies armed robbery and shortening a shotgun. The trial continues.

## Navy jobs cut

More than 1,100 Royal Navy personnel are to be made redundant in the second phase of manpower cuts under the government's options for change exercise. In the first phase 80 officers and 320 ratings were made redundant. The navy is now looking for 450 officers and 700 ratings to volunteer for redundancy. The navy is being reduced from 63,000 to 55,000 by 1995.

## Holidays lost

Five thousand people are thought to have lost booked holidays through the collapse yesterday of Club Riviera Travel of Salford Quays, Greater Manchester. The company, which sold trips to resorts throughout Europe and the United States, had £1 million of debts. About 1,000 clients abroad may be temporarily stranded. The firm is part of Club Riviera plc, which is trading normally.

## Inquest halted

An inquest on five people who died in a fire in a house at Hove, East Sussex, was yesterday adjourned until July 1 so that council officials could attend to explain why the house had no outside fire escape. The Hove inquest was told that the council had ordered that a fire escape be built in 1988.

Leading article, page 15

## Killer had been searched by PC

By a Staff Reporter

A MAN who was on bail when he raped and murdered newly-wed Anna McGurk on a towpath of the Severn last year narrowly escaped arrest 15 months earlier, a court was told yesterday.

Just before Andrew Hagans, 26, pounced on the woman, a police constable had searched him after he accused another woman but failed to find a knife hidden in his sock.

Hagans, unemployed, who was living in a bail hostel in Gloucester and who had been released 16 days earlier by magistrates after spending a week on remand in custody for another offence, admitted the murder. He denied raping the 23-year-old council office supervisor, claiming that she consented to sex. Charles Barton QC, for the prosecution, told Bristol Crown Court.

After work on August 28 Mrs McGurk, of Gloucester, who had been married less than a year, was accosted by Hagans, a stranger, in a car park near her dockside offices. Mr Barton said. Hagans spoke to a number of women on a caseway to the car park and "was lying in wait". Mr Barton said that

Hagans grabbed Mrs McGurk and forced her down steps to a lower towpath, where he raped her while people walked overhead.

Two strikes were heard but were misunderstood. A colleague who saw her thought he was witnessing an "embarrassing meeting". Mrs McGurk had dropped her handbag but Hagans took it from a passer-by who had picked it up.

He told police he did not threaten Mrs McGurk, who kept saying "Don't hit me". He admitted she was scared and that he had a knife. Mr Barton said that Hagans strangled her, hid her body in undergrowth and stole money and her rings. He tried to sell the wedding ring at the bail hostel.

Mr Barton said there was no dispute that Hagans murdered Mrs McGurk, a fact presented to the jury with the agreement of the defence.

Hagans regularly "slagged off" women council workers walking past the prison when he was on remand, his former cellmate told the court. Gary Butcher said they would stand on a bed and call out as the women left work.

The trial continues today.

## Skulls find weakens Eve theory

By Nick Nuttall  
Technology Correspondent

EVIDENCE that mankind evolved in different parts of the world rather than spreading from one site in Africa may have been strengthened by the discovery of two squashed skulls in China believed to be 350,000 years old.

The commonly held view is that *Homo sapiens*, modern man, evolved 200,000 years ago from *Homo erectus*, which emerged between a million and 400,000 years ago, at a site south of the Sahara and possibly from a common mother known as Eve.

The skulls, details of which are published in the journal *Nature*, further the arguments for a multi-site evolution as the finds have a mixture of traits linked with *Homo erectus* and primitive *Homo sapiens*, the discoverers suggest.

The skulls were unearthed in Yunxian, Hubei province, by Li Tianyuan of the Hubei Institute of Archaeology in Wuhan, China, and Dennis Eder, of the University of California's anthropology department.

Chris Stringer, head of the human origins section of the Natural History Museum in London, said that the Chinese skulls were "important in showing the evolution of *Homo erectus* into something more advanced" but he questioned whether they undermined the "Out of Africa" hypothesis.

"This material is much older than, and is significantly more primitive than, the form most people would see as the ancestor of modern humans," he said.

## Prince rails against opponents of model village

By Alan Hamilton

THE Prince of Wales returned to his favoured theme of the built environment yesterday with an attack on entrenched attitudes which have frustrated his original scheme for a housing development in Dorset.

The Prince's vision of a model rural community at Poundbury, on the edge of Dorchester, has had to be drastically curtailed in the face of local and professional opposition. Speak-

ing in London at the launch of a report by the Urban Villages Group, a consortium of developers, builders and architects committed to regenerating inner city areas in line with the prince's human-scale ideals, he praised the local planning authority but rallied against others who had opposed his vision.

"If we are to take significant steps towards true community development — in every sense of the word — we must strive to overcome obstacles that

exist in the minds of planners. Although we have been remarkably lucky to deal with West Dorset District Council, we have encountered many problems over the Duchy of Cornwall's efforts at Dorchester, where the simplest things become inordinately complicated because of a deeply ingrained prejudice within many disciplines against traditional, commonsense 'civil' town design.

"We may have abandoned some aspects of modernist, conventional

planning which is based on strictly utilitarian principles, but a great body of narrow, restrictive, modernist practice lingers on in our midst."

The prince's remarks were clearly directed at, among the others, the Royal Institute of British Architects, a long-standing target of royal scorn which has reacted with polite coolness to the establishment of his alternative Institute of Architecture.



### LE WEEKEND

This weekend, come with us to France. Weekend Times is heading across the Channel in the company of Raymond Blanc, Sir Terence Conran, Charlotte Rampling and Frederic Raphael. Tour Monet's garden at Giverny with Francesca Greenoak; share a table with Jonathan Meades in northern France's best (and worst) restaurants; sample the pick of French food shops and cuisine with Frances Bissell; ride the roller coaster of EuroDisney with Libby Purves and find out about the British family who have beaten the French at the wine making game.

See how the Provencal look has caught on here, visit a few flea markets, watch what the best dressed croissant is wearing, pick up some surprising bargains in Normandy antique shops and find out about those who have left Blighty for the good life in France. Weekend Times

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## Trainee won promotion after his sub sank trawler

By MICHAEL EVANS, DEFENCE CORRESPONDENT

THE trainee commander of a nuclear submarine passed the Royal Navy's notoriously difficult qualifying course for senior officers, unaware that moments earlier his boat had sunk a fishing trawler with the loss of four lives.

Lieutenant Peter McDonnell, who was in charge of HMS *Trenchant*, a hunter-killer submarine, had just completed the last exercise of the six-month course. His two examiners, his course instructor and the submarine captain, were in the wardroom and both agreed he had passed the course. Then there was the sound of a collision.

Yesterday, Lieutenant Commander McDonnell, 33, who was promoted on April 1, appeared at a court martial at HMS *Drake*, in Devonport, where he pleaded not guilty to six charges of negligence under the Naval Discipline Act. The court martial was told that the *Trenchant* had snagged the nets of the trawler, the *Anares*, in the Firth of Clyde in November 1990. The four-man crew drowned when the trawler was pulled 500ft to the seabed as the 5,200-tonne submarine cruised 180ft below the surface.

The *Trenchant* had been taking part in simulated mine-laying operations in a non-prohibited area for shipping when the incident happened. Lt Cdr McDonnell, now serving as executive officer on another nuclear submarine, HMS *Turbulent*, said that the first indication that anything was wrong was when he heard a thump on the submarine's hull. The boat surfaced but there was no evidence of a collision. The discovery that the trawler had

been sunk was not made until after the course had finished.

Commander Shaun Turner, captain of the *Trenchant*, told the court martial that he was in the wardroom at about 2.15am when he heard the collision. "It was fairly muffled. We had a collision with something."

At the time, he had been discussing the trainee commander's performance with Commander David Perfect, the course teacher. The course is known as "perisher" because so many young officers fail.

Lt Cdr Tim Martin, for the prosecution, said there was no evidence at the time that a fishing vessel had been sunk. "The accused was assessed to have passed his perisher course before the discovery was made," he said.

The prosecution said that Lt Cdr McDonnell failed to spot that the submarine was on a collision course with the trawler and failed to take avoidance procedures. A contact evaluation plot showed that the submarine had been on a steady bearing with a contact for 10 to 15 minutes.

The case has been brought on the basis that the accused had charge of the submarine "at all material times". None of the charges claim a causal link between the alleged negligence and the loss of the *Anares*. The court martial is expected to last until Friday.

The Ministry of Defence has admitted liability for the collision in which the fishermen Jamie Russell, 36, Billy Martindale, 24, Dougald Campbell, 20, and Stewart Campbell, 29, died.

An investigation began yesterday after a submarine collided with a container ship during an exercise. On board the submarine were admirals and senior officers attending courses at the Royal Navy's staff colleges in Britain.

HMS *Opportunity* collided with the Panamanian-registered Radnes while surfacing in thick fog 22 miles off Selsey Bill, near the Isle of Wight. No one was hurt, but the submarine suffered slight damage.

Another enquiry has begun after HMS *Valiant*, a nuclear-powered submarine, hit the seabed off Norway during a Nato exercise. Its main ballast tank was damaged.



McDonnell yesterday: he denies negligence

## Invitation loss caused No10 alert

A passenger in a London cab caused a security scare at 10 Downing Street after removing a briefcase left in the taxi by another passenger.

The owner of the briefcase, Geoffrey Borwick, told police that it contained a dinner invitation to attend the prime minister's residence the next night. Kingston Crown Court, southwest London, was told. Police feared that whoever had the invitation might try to attend.

Elvira Pereira, of Chelsea, west London, was acquitted of stealing the briefcase, its contents and Mr Borwick's raincoat on November 25 last year. Mrs Pereira, 39, said that there was only a magazine in the briefcase, which she had intended to hand to police. Mr Borwick later found the invitation in his safe.

## Post van hijack

Two armed men in police uniforms and driving fake police vehicles hijacked a postman and his van in Langley, Berkshire, and drove him to Plumstead, southeast London where they stole 100 mail bags, nine containing savings books. The postman, 62, was cut free from the back of the van by firemen after passers-by heard his shouts.

## High altar

A stone altar sculpted by Eric Gill in 1938 and which stood for years in the chapel of a family centre for high risk children in Coventry, has fetched £30,800 at auction.

## Trunk calls

Leslie and Denise Buckley, of Shipley, West Yorkshire, have asked locals to listen for the sound of a Triumph ringing in a tree because it might be one of their two missing cockatiels which imitate the telephone.

## Insects pose green dilemma

By DAVID YOUNG

A SWARM of mosquitoes is posing a challenge to council officials in Essex who are trying to find an environmentally friendly way of eradicating them.

Chris Loftis, Colchester council's environmental health officer, who has been called in to kill the mosquitoes on Mersea Island, said: "Simply to use a chemical which would kill off the mosquitoes and then remain to cause other damage would be wrong. We are examining products which could control the problem by using bacteriological methods."

James Stewart, a councillor, said: "The mosquitoes are driving people out of their gardens and into their homes. I have never seen them so bad."

The only man profiting from the plague is Sandy Morris, a chemist, who has sold 1,000 tubes of insect repellent, three times his usual summer stock, in three weeks. "During the half-term holiday, caravan sites on the island were full of people providing fresh bait for the insects," he said. "I have had to refer some people to doctors as their bites were so bad."

Council officers were surveying the island yesterday to discover where the mosquitoes are breeding. Despite the locals' fears, the mosquitoes so far examined are no larger and no more aggressive than usual.

An official said: "The recent hot weather just means that more have mosquitoes have hatched out at the same time. They are probably coming from rainwater butts beside caravans and holiday homes. We would ask anyone with a water butt to make sure that it has a tight-fitting lid."

## Seaplane will cross Channel in ten minutes

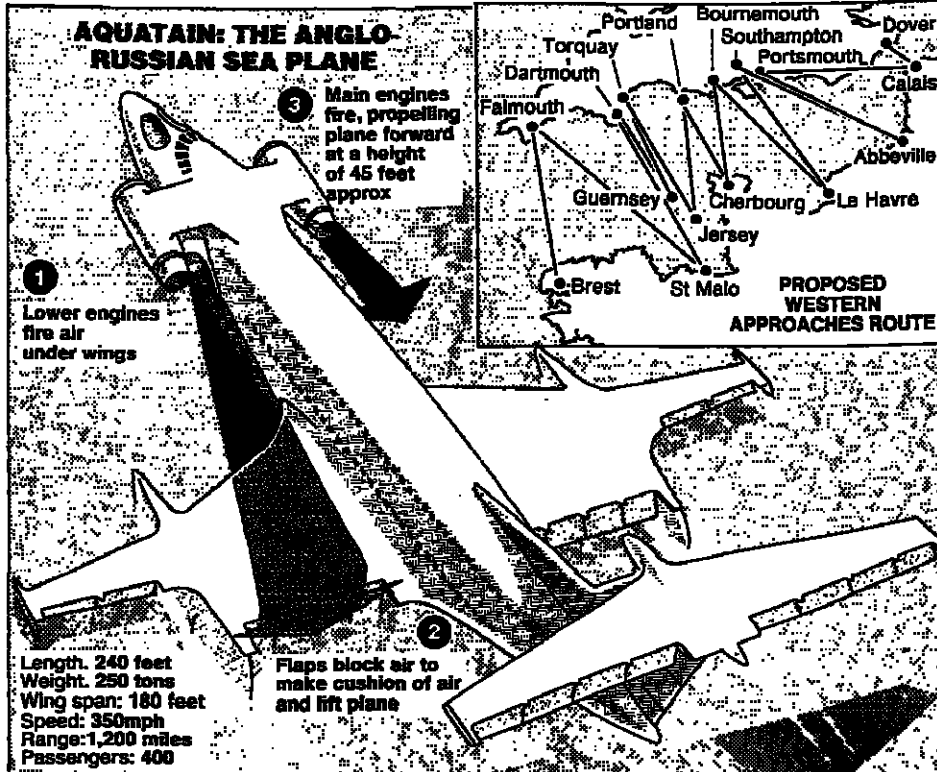
By NICK NUTTALL  
TECHNOLOGY  
CORRESPONDENT

A HIGH-SPEED Russian seaplane which can cross the Channel in ten minutes is emerging as a rival to ferries and the Channel tunnel in the competition to take passengers between Britain and the Continent.

The seaplane has been developed by Russian engineers from the Caspian Sea Monster, a once-secret plane used by the military for rapid troop deployment. The seaplane will carry 400 passengers or 250 tons of cargo on two decks at up to 350 mph.

The craft flies at up to 45 feet above the sea. It can take off and land at sea and on land. Aquatrain, as the new version is called, should be able to take off and land from the sea or a conventional airstrip in a minute.

Under a signed agreement between Dr Boris Chubikov of the Hydrofoil Research Centre in Nizhny Novgorod, formerly Gorki, and British companies, the plan is to develop the craft as a passenger and cargo carrying airbus linking ports along the south of England with the Continent. Unlike conventional planes the Aquatrain is half-aircraft and



half-hovercraft, riding across the sea on compressed air generated by its specially designed wings which use a fifth of the fuel of a conventional plane.

Edward Johnson, director of New Kingdom Research of Weymouth, Dorset, who has signed the accord with

NUEL of Dulwich, southeast London, said that the project could transform cross-Channel transport. Instead of going to France in a small aircraft, ferry or Channel tunnel train, travellers could board Aquatrain at ports between Falmouth and Dover from where it will visit ports

signed the accord last month, said Aquatrain harnessed a phenomenon known as wing-in-ground effect. It has two sets of Russian engines designed to withstand sea spray and high humidity. One set is angled downwards to fire air under the wings as the plane sits in the water supported by skis and its hull.

Flap-like fittings at the back of each wing called screens are switched at right angles to the water blocking the flow of air. This becomes compressed, lifting the craft away from the water. The main engines are fired propelling the plane forward.

The lift engines are then switched off, the flaps flipped up and the plane climbs to 45 feet above the sea, using its forward propulsion to maintain a cushion of air.

Mr Johnson, who plans to unveil the project to aerospace companies in Britain, said that the addition of the two propulsion engines and extended wings meant that Aquatrain could, if operators wished, use the craft as a conventional airliner.

He said that the heavier traffic in the Channel would mean that new safety standards would be needed for shipping.

## Halford work files 'altered'

By RONALD FAUX

FILES relating to Alison Halford's work as an assistant chief constable with Merseyside police were significantly altered and unavailable, an industrial tribunal in Manchester was told yesterday.

Miss Halford, 52, is claiming sexual discrimination by James Sharples, chief constable of Merseyside, Sir Philip Myers, HM Inspector of Constabulary, the Home Secretary, and Northamptonshire Police Authority, after nine unsuccessful attempts to win promotion.

Beverley Lang, for the Equal Opportunities Commission, which is supporting Miss Halford's claim, said that files about projects on which the chief constable had been concerned had been altered, and minutes sheets removed.

Miss Lang asked for a witness order against Chief Supt Geoffrey Rothwell, the officer responsible for the Merseyside Police Training Centre, to bring the missing files to the tribunal.

The hearing continues today.

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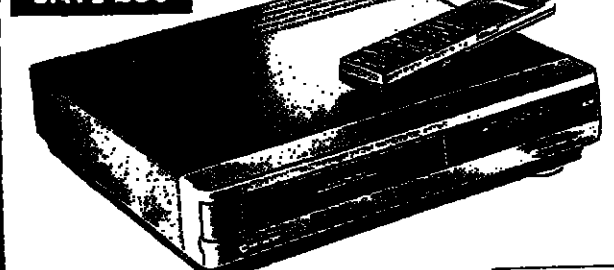
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## Food policies 'cost families £17 a week'

BY ROBIN YOUNG

NATIONAL and international policies oblige British consumers to pay too much for their food, and deprive them of information about what is in the food they eat, the Consumers' Association alleges today.

Sugar costs 13p a pound more in the United Kingdom than on the world market, bananas cost about 12p a pound more in Britain than in Germany, and almost 2,800 tonnes of apples and 4,700 tonnes of cauliflowers

were ploughed into the ground last year to keep up prices, the association says in its magazine *Which?*. It reports that agricultural support policies cost a family of four about £17 a week.

The EC system of grading fruit and apples is used to control supply, it says. One year a small apple might pass the grade, but when there is a larger crop it would be destroyed or fed to animals. "Yet there is nothing wrong with selling small fruit or

vegetables all the time," *Which?* says. "Consumers would benefit from greater choice and lower prices."

The price difference on bananas results from the long-standing agreement that Britain should buy almost all its bananas from former colonies. A decision has yet to be made whether the agreement will survive the abolition of internal EC frontiers.

The report also complains that Britain's lack of a freedom of information law limits public access to data on pesticides, additives and veterinary medicines which might affect food safety.

In a separate report on orange juices, *Which?* says that regulations do not define what is meant by "pure" juice and it is possible that "unsweetened" juices can legally contain up to 15g of added sugar per litre. The association hopes to see the issue resolved in court actions against four leading supermarket chains.

The association reported that five out of six gas fitters failed to spot a simple boiler fault, and that British Gas was no better than the others.

One independent fitter offered to repair a test boiler for £130 when all that was needed was to tighten a nut and relight the pilot flame. All six failed to carry out statutory safety checks. British Gas was the only one to spot a potential safety problem.

## Best tennis service

BY RAY CLANCY

TENNIS players face a vast and bewildering choice of shoes, with prices ranging from £14 to £100 a pair, *Which?* says. In tests on 39 pairs, those in the middle price range proved the best buy.

Professional players, asked for their advice on the tests, liked expensive high-performance shoes because of extras that made them more comfortable and stable. The Consumers' Association magazine concludes, however, that extras such as the inflatable pump in the £100 Reebok Pump Court, the coin-sized disc replacement for laces in the £75 Puma Disc and the rigid plastic bar in the Adidas Torsion, al-

though giving extra support and comfort, are not necessary for the average player.

"Fancy features won't make you a better player," the report says. "Less experienced players are likely to need shoes with good shock absorption in the heel, better players need it at the front. The foot should be held securely in the back of the shoe and in the toe region." Players also make a lot of sudden sideways movements.

The Reebok Newport Classic, at £35, emerges as the best buy for men, and the Le Coq Sportif Rhythm, at £37, the best for women novice players. The Wilson ProStaff, at £50, is recommended for better players.



In safe hands: Alister Clunas, a National Trust warden in the Yorkshire Dales, whose plan for managing Malham Tarn, in the back-ground, has been approved by English Nature. The upland lake, which is host to many rare species, has become the first national nature reserve to be managed by the trust (Paul Wilkinson writes).

Yesterdays Lord Cranbrook, chairman of the government-sponsored body English Nature, formally handed over documents declaring the trust's nature reserve status. He said that the arrangement with the trust, which has owned the area since 1947, was an example of how English Nature was involving landowners in conservation.

The tarn is distinguished by its alkaline waters, created by the limestone of the dales. Most upland lakes lie in peat and are strongly acidic. Only a geological fault which has given the 150-acre

tarn a slate bed prevents the water from seeping into the cracks and swallow holes for which limestone is known.

As a result the tarn has created a habitat for rare species, including the caddis fly *Agrypneta crassicornis*, not known to exist anywhere else in Britain. There are 20 rare plants in the reserve, including bog rosemary, bird's-eye primrose, which is peculiar to the dales, and a wild variety of lily of

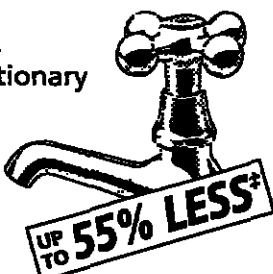
the valley. The tarn and surrounding bog fen and heathland is a site of special scientific interest.

The trust was allowed to take control of conservation and granted national reserve status only after English Nature had approved Mr Clunas's management plan. He said: "This is a fabulously important site and I am very pleased that the trust's policy of involving itself in this kind of conservation has come to fruition here."

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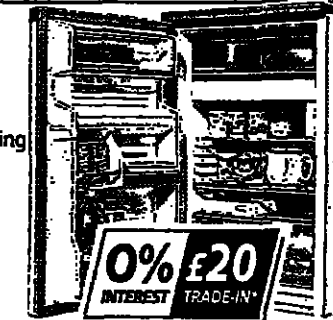
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## BR bill starts long haul on Commons track

Ministers have yet to convince critics and passengers that rail denationalisation will mean better services. Michael Dynes says

PRIVATISATION plans for the rail network begin in earnest today when a bill to pave the way for ending British Rail's monopoly starts its committee stage in the Commons.

By granting senior rail managers the authority to hire consultants on the best way of transferring their functions to the private sector, the paving bill effectively provides BR with the right to help to bring about its own demise.

Before the summer recess, John MacGregor, the transport secretary, is expected to publish the long-awaited white paper outlining in greater detail how the government plans to proceed with privatisation, ready for legislation to implement the policy in the autumn. If ministers push for a fast-track approach, BR's 44-year monopoly to provide passenger and freight services could be over by the end of the year.

Ministers have portrayed privatisation as the panacea needed to revive a lumbering state-owned monolith. But many awkward questions must be answered before the sceptics will be put at ease.

Under the proposals as outlined so far, BR is to be divided into two authorities, one owning the infrastructure and the other operating the services. Freight and parcels will be sold off to the private sector, along with commercially viable stations. Private companies will be authorised to run trains on BR's tracks, a policy known as open access, while the operation of BR's services will be franchised to private operators, reducing BR to the status of a state-owned track authority.

Ministers have insisted that privatisation will lead to a wholesale improvement in rail travel with the creation of stringent standards of punctuality and reliability for all rail operators, the maintenance of subsidies for the social railway where necessary, the preservation of through ticketing, the creation of a regulator to ensure that all private rail companies have access to the network, and a monitoring system to ensure that franchise holders honour contracts.

The prospect of new commercial opportunities has led to an upsurge in private sector interest in the railways, such as the new Stagecoach service between Aberdeen and London. Many other companies are waiting on the sidelines in expectation of running their own trains, including Richard Branson's Virgin Group, Sainsbury, Safeways, and National Power.

Roger Ford, technical editor of *Modern Railways*, says that such proposals are basically parasitical. "All of these enterprises depend on BR's

involvement: they are essentially brand names plugged into the existing operational and administrative structure." In short, BR is left shouldering infrastructure costs, while private companies reap the marginal income by "cherry picking".

Proposals to divide BR into two, effectively separating fixed and rolling assets, has also attracted its critics. It has been pointed out, for example, that it would be difficult to turn rails into roads, with rival operators acting like competing coach companies. Such a division would risk creating duplication, waste and complexity.

Mr Ford said: "The idea of open access needs to be more clearly developed, as a literal interpretation is incompatible with the integrated control which is the basic definition of a railway. The separate management of infrastructure and operations is hardly a novel idea... but it cannot work in a state of open competition. Would



MacGregor: expected to publish white paper

Virgin be happy to take its place in an auction for train paths with infrastructure costs under someone else's control?"

The sale of service and station franchises could also be difficult to put into practice. Network SouthEast, for example, has nine groups of services, some of which are operated by 10,000 staff. Who is going to buy the franchises? Where is the new operator going to get staff and trains? A Network SouthEast route is not a McDonald's restaurant, so who is going to run the service other than those already doing it? Or does the government have in mind merely franchising the right to run senior management?

Finally, who will be responsible for overseeing investment schemes? Modernised lines are far more likely to attract private sector interest than lines waiting to be modernised. Privatisation may well have risen up the political agenda, but ministers have a long way to go before convincing their critics, not to mention passengers, that it will lead to a general improvement in the level and quality of rail services.

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## Local government review

## Unloved counties threatened

By DOUGLAS BROOM, LOCAL GOVERNMENT CORRESPONDENT

BRITAIN'S least loved counties will be the first to be scrutinised in the biggest review of local government for 20 years, Michael Howard, the environment secretary, said yesterday.

Announcing the remit for the local government commission which will review the municipal structure of England outside London and the metropolitan areas over the next five years, Mr Howard said the first ten councils had been selected because they had generated the greatest local dissatisfaction.

The commission, to be chaired by Sir John Banham the outgoing director general of the CBI, will begin its work in four areas later this year. They are: Avon, Gloucestershire and Somerset; Durham, Cleveland, North Yorkshire, Humberside and Lincolnshire; Derbyshire and the Isle of Wight.

In a break with the policy of his predecessor Michael Heseltine, Mr Howard said he had no blueprint for the future of local government in

England. Mr Heseltine said that he expected the review to result in the creation of a single tier of all-purpose councils based on existing districts replacing the current two-tier structure of county and district councils.

The commission is due to start work later this year and Mr Howard said the first new councils would come into existence in April 1994. The government has already announced plans for the reorganisation of local government in Wales with the creation of new unitary districts, and consultations about the future of municipal institutions in Scotland are continuing.

## HOW COUNCILS LINE UP FOR REVIEW

1992/3: Avon, Gloucestershire, Somerset, Cleveland, Durham, Humberside, Lincolnshire, North Yorkshire, Derbyshire, Isle of Wight.

1993/4: Cambridgeshire, Cumbria, Lancashire, Devon, Hampshire, Leicestershire, Nottinghamshire, Staffordshire.

1994/5: Bedfordshire, Berkshire, Oxfordshire, Buckinghamshire, Cheshire, East Sussex, West Sussex, Kent, Northamptonshire.

1995/6: Dorset, Essex, Hereford and Worcester, Norfolk, Suffolk, Wiltshire.

1996/7: Cornwall, Hertfordshire, Northumberland, Shropshire, Surrey, Warwickshire.

Mr Howard said the commission, which will be limited to the shire areas of England, would have a primary duty to listen to the preferences of local people and to create new local government areas based firmly on communities.

Formal guidance to the commission, issued yesterday, says that it must be prepared to take a fresh look at existing boundaries. "People may feel strongly attached to areas which currently have little or no significance for local government," it says. It calls for careful analysis of the cost of change and assessment of potential savings from the creation of new structures. It allows traditional counties such as Middlesex and the Ridings of Yorkshire to be resuscitated as "non-administrative counties".

Ministers are known to be keen not only to abolish unpopular counties but also districts which were created in the last reorganisation in 1974 and which have failed to gain popular support.

Mr Howard's change of emphasis was welcomed by the county councils, which have been campaigning for a chance to put their case, but it seems unlikely that most of the 39 counties in England will survive the review intact. The membership of the 15-member commission is expected to be announced later this month and Mr Howard said the search had already begun for offices. Sir John has made it clear to ministers that he wants a central London site and is not prepared to follow environment department officials to Docklands.

## Major supporter wins election

SIMON WALKER



Backbench voice: Sir Peter Horden, above, a firm supporter of the prime minister's European policy, was elected last night as chairman of the Tory backbench European affairs committee. He narrowly defeated John Butterfill, MP for Bourne-mouth West. Only two votes separated the contenders and Sir Peter was declared victor after a recount.

Sir Peter, who strongly supported the line taken by John Major at Maastricht, said last night that his task was to act as a sounding board for Tory MPs after the Danish rejection of the Maastricht treaty.

Maastricht, pages 12, 13  
Peter Ridsdell, page 14  
Leading article, page 15

## Howard rejects Rio 'blank cheque'

By JILL SHERMAN POLITICAL CORRESPONDENT

MICHAEL Howard, the environment secretary, yesterday rejected charges that the government was trying to protect United States interests by refusing to commit itself to signing one of the key conventions at the Earth summit in Rio.

He gave a warning, however, that the government was not prepared to sign a blank cheque for the biodiversity deal which protects endangered animals and plants. As currently drafted, the convention could allow other parties to determine the amount of financial aid which the United Kingdom would have to make.

## £37m paid in error

By NICHOLAS WOOD POLITICAL CORRESPONDENT

NEARLY £37 million was wrongly paid out in unemployment benefit last year, the government's spending watchdog reported yesterday.

Sir John Bourn, the Comptroller and Auditor General, found fault with the accounts of the £32 billion national insurance fund for the fourth year running. His findings are likely to lead members of the cross-party Commons public accounts committee to intensify pressure for tighter control of the fund.

Sir John discovered a "significant level of error" in the payment of unemployment benefit. Total overpayments and underpayments amounted to £81.9 million, or nearly 10 per cent of the £870 million spent on unemployment benefit.

"Many of the errors occurred because benefit had been paid by the employment service for periods when the claimants were not unemployed, or to claimants deemed to be unavailable for work," Sir John, who heads the National Audit Office, said in a report to Parliament. Underpayments of £45.1 million came about mainly because of mistakes by the employment service in scrutinising national insurance contribution records.

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## London lags on poll tax

Shire and metropolitan district councils collected 90 per cent of their community charge income in the year to April. Inner London boroughs did less well with only 75 per cent of their income collected, while outer London councils collected 85 per cent, according to figures published by Michael Howard, the environment secretary, yesterday.

John Redwood, the local government minister, said that while most councils in England had improved their performance, the figures for inner London were disappointing.

## Hess papers released

Virtually all the Foreign Office papers relating to Rudolf Hess, Hitler's deputy, are to be released to the Public Record Office, Douglas Hurd, the foreign secretary, said at a question time. The first batch will be transferred this week and the rest before the end of July.

The papers relate to Hess's arrival in Scotland in 1941 on what he claimed was a peace mission and his subsequent interrogation. He died in Spandau prison, Berlin, in 1987. Only one paper was being withheld, Mr Hurd said.

## Lestor quits

Joan Lestor, Labour's spokesman on children and MP for Eccles, is to return to the backbenches. Miss Lestor, who is 60 and a grandmother, held junior posts in education and at the Foreign Office under both Wilson governments and was chairman of the Labour party in 1977-8.

## Plea rejected

A plea for the BBC to be allowed to return to simultaneous radio broadcasts on FM and medium wave frequencies has been rejected by David Mellor, national heritage secretary. In a written answer Mr Mellor said that broadcasting the same programme on two frequencies in the same area was a wasteful use of the radio spectrum.

## Crowded cells

At the beginning of April 9,160 prisoners were being held two to a cell designed for one, and another 1,272 were held three to a cell, Earl Ferrers, a Home Office minister, said in a written reply.

## Prison deaths

During the first five months of this year 16 prisoners died as a result of "deliberate self-harm", Earl Ferrers, a Home Office minister, said yesterday. Twelve of the 16 had not been sentenced and four were under 21.

## Case load

Juvenile courts dealt with 44,500 prosecutions during 1990, Earl Ferrers, a Home Office minister, said.

## Parliament today

Commons (2.30): Questions: Agriculture, Fisheries and Food; prime minister. Proceedings on Community Care (Residential Accommodation) bill and on Mauritius Republic bill. Lords (3): Prisoners and Criminal Proceedings (Scotland) Bill, conclusion of committee stage. Debate on Maxwell pensioners.

## Mad cow disease still spreading

By MICHAEL HORNSBY, AGRICULTURE CORRESPONDENT

NEW cases of "mad cow" disease are being confirmed at a rate of more than 900 a week, the highest since the fatal brain condition was first diagnosed in cattle five and half years ago, according to government figures.

The agriculture ministry yesterday rejected a call by David Clark, the Opposition farming spokesman, for a new enquiry into the disease, bovine spongiform encephalopathy (BSE), which has killed nearly 60,000 cattle, mainly dairy cows.

Latest figures show that 973 and 904 new cases of BSE were confirmed in the two weeks to May 22. Since January 1, new cases have averaged 615 a week, compared with just under 440 a week for the whole of 1991.

Dr Clark said: "The government has been trying to con us that the incidence of BSE will start declining soon. The Southwood committee estimated in 1989 that BSE cases would

reach a maximum of about 20,000. Already we have nearly 60,000. How much longer do we have to wait for a new enquiry?"

The agriculture ministry said: "The total number of BSE cases is bigger than originally forecast, but the trend is in line with our predictions. We expect the number of new cases to peak in the next three to four months and then start falling by the end of the year. We cannot see what would be achieved by reconvening Southwood as the minister already has a permanent committee under Dr David Tyrrell, the virologist."

Professor Southwood, an eminent zoologist and vice-chancellor of Oxford University, said his committee had almost certainly underestimated the number of cattle who were fed rations containing the ground-up remains of sheep infected with scrapie, which is thought by most scientists to have caused BSE.

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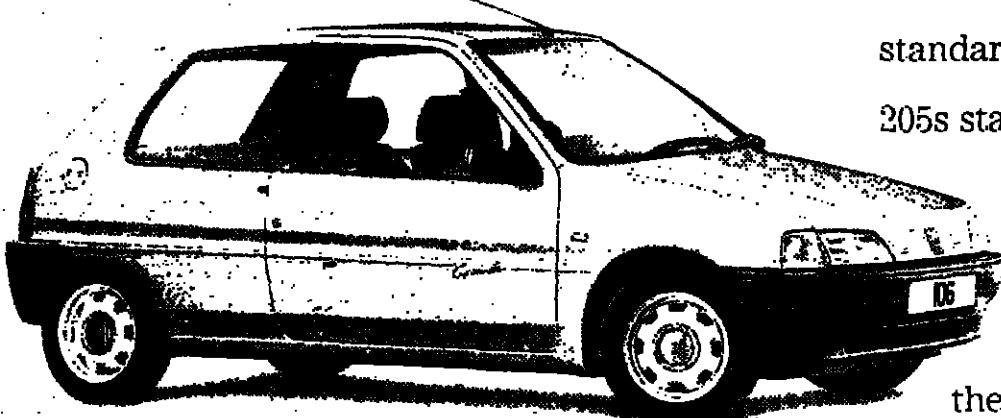
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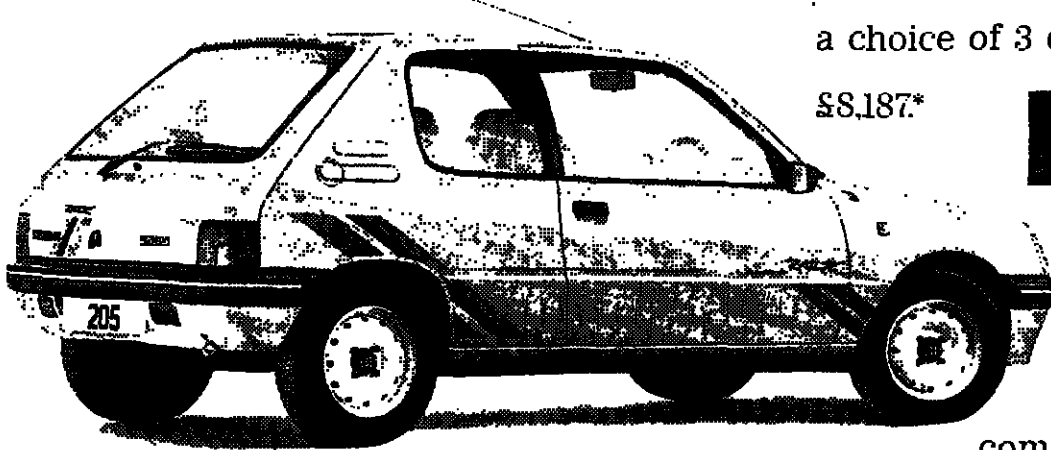
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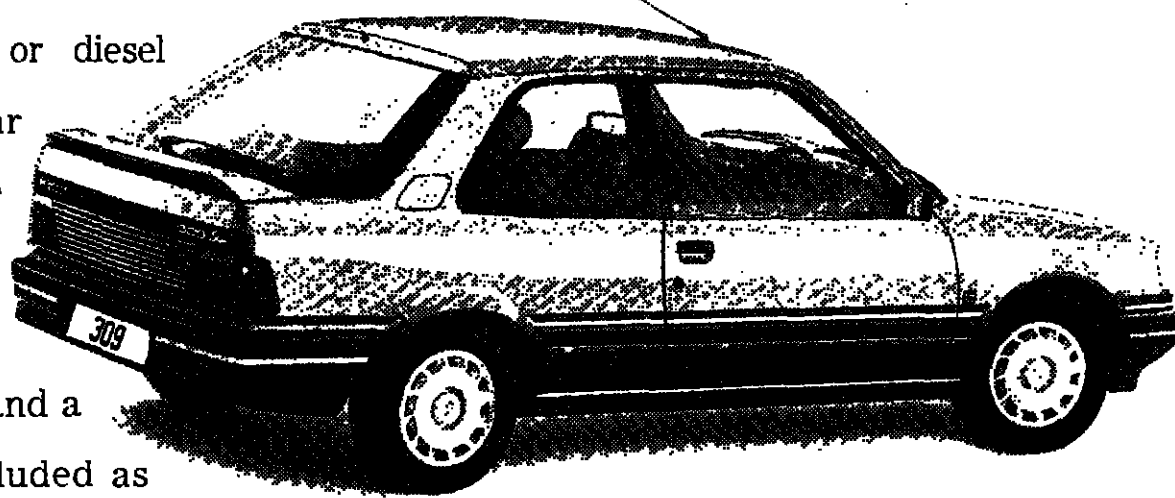
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## Greece caught breaking UN sanctions on Serbia

FROM TIM JUDAH AND DESSA TREVISAN IN BELGRADE AND CHRIS ELIOT IN ATHENS

OFFICIALS of the unrecognised former Yugoslav republic of Macedonia triumphantly announced yesterday that they had foiled an attempt by Greece to bust United Nations sanctions by exporting oil to Serbia.

Some 60 oil tankers with Greek and Serbian number plates were yesterday languishing in no man's land between the Greek and Macedonian frontier posts after customs had prevented them from crossing the republic.

Greece admitted yesterday that its customs officials inadvertently violated the UN sanctions against Serbia and Montenegro. Constantine Mitsotakis, the Greek prime minister, said that the customs men on the Macedonian border "accidentally" allowed Greek and foreign oil tankers to cross the checkpoint. He explained that the violation occurred because of an "inexcusable delay" in communications between the Greek foreign and finance ministries, as a result of which the frontier authorities were not officially informed to



enforce the embargo. The foreign ministry said that action would be taken against those responsible.

Because of Greek objections, Macedonia is now the only one of the four former Yugoslav republics not to have received European Community recognition. Greece objects to the republic being called Macedonia, claiming that this would imply territorial pretensions to its northern province of the same name.

Denko Malevski, the Macedonian foreign minister, said earlier this week: "Joining the sanctions will hit Macedonia more than it will hit Serbia, at least at first, because our economies have

been organically linked for 70 years. But if we don't join them then we could end up in the sanctions zone."

Hungary announced plans yesterday to implement fully the UN sanctions against Serbia, despite fears that the embargo will mean significant losses for Hungary, the main transit route for Serbia to key markets in Austria and Germany. A government statement said a phased blockade of all services and goods transported by road, rail and sea would begin within 48 hours.

Speaking before the Macedonian announcement on the oil tanker incident, Slobodan Milosevic, the Serbian leader, voiced on the Greek television station, Mega Channel, his gratitude to Greece for its recent "expressions of solidarity with the Serbian people".

He welcomed the latest report of Boutros Boutros Ghali, the UN secretary-general, in which he doubted whether Serbia had any real control over Bosnian Serb leaders. Mr Milosevic said that he regarded Mr Boutros

Ghali's report as a big step towards the truth. On Tuesday night, the Yugoslav presidency demanded that Bosnian Serb leaders stop bombarding Sarajevo and other cities. There are now increasing signs of a rift between the Bosnian Serbs and Belgrade. Yesterday, the Yugoslav airline, JAT, announced that it was cutting its vital airbridge to the Serb stronghold of Banja Luka. Serbian opposition sources said that Bosnian Serb leaders have told them that they would not succumb to pressure from Mr Milosevic.

In the Bosnian capital, Sarajevo, shelling and gunfights continued overnight and into yesterday morning. A bus carrying hospital workers was attacked and one man was killed. The evacuation of the Yugoslav army from the Marshal Tito barracks, scheduled for yesterday, was postponed after Bosnian Serbs objected to the army's agreement to leave its weapons behind.

In Serbia, questions were being asked about why results of last Sunday's federal elections had not been released.



Out of court: Monica Seles, the Yugoslav tennis star, arriving at a reception in Paris celebrating the 1991 world titles. Sport, page 28

## Election threatens break-up of nation

Czechoslovak leaders appear to be on a collision course, writes Steve Kettle from Prague

Czechoslovakia is bracing itself for chaos and the possible splitting of the country after this weekend's general election, despite an appeal from President Havel to pull back from the brink.

The campaign ended yesterday afternoon, 48 hours before polling begins. But political leaders appear to be on a collision course for tough post-election negotiations that could paralyse the country or lead to its break-up.

One government minister said that it could take up to six months to form a new government if the right and left, and the dominant nationalist-minded parties in Slovakia, are deadlocked in the new federal parliament.

Vladimir Meciar, the controversial leader of the Movement for a Democratic Slovakia which is set to be the biggest party in the eastern region, refused to water down plans that effectively could split Czechoslovakia. "We shall adopt the constitution of Slovakia without asking anyone if we might do so, not even the president — it is our right to do so," he told a final election rally in the eastern Slovak town of Kosice on Tuesday night.

President Havel clearly had Mr Meciar in mind when he told voters in a televised address that they faced a choice between stability and permanent political crisis when they cast their votes tomorrow and on Saturday.

The president said: "I urge you not to support those who promise to solve everything for you... those who have dictatorial tendencies too often change their opinions and are not able to agree with others, offering various adventurous, ill-thought out and irresponsible solutions."

The political scene has fragmented and polarised since the last federal and regional elections two years ago. Those were Czechoslovakia's first free elections for almost half a century and in effect a referendum that confirmed the end of communist rule seven months earlier.

The desire of Slovaks for self-determination and to move out of the shadow of the more numerous, wealthier and westernised Czechs dominates public life. Considerable central powers have been devolved to Czechoslovakia's two constituent republics in the past two years.

But the overwhelming issue of whether Slovakia will go its own independent way finally comes to a head this weekend. The future of radical economic reforms is also in the balance.

President Havel said last week that splitting Czechoslovakia would destabilise the whole of Central Europe.

## NEWS IN BRIEF

### Honecker accused on 49 deaths

Bonn: Erich Honecker, 79, the former East German leader, and Erich Mielke, 84, the former head of state security, have been jointly accused of 49 killings between 1961 and 1989 in an 800-page charge sheet laid before the Berlin state court yesterday (Ian Murray writes).

Four other members of the communist national defence council are charged with similar but fewer offences. They are all held responsible for creating the mined and tripwire border between the two Germanies, in which 49 would-be escapees are known to have died.

There is no mention in the charges of the six accused issuing shoot-to-kill orders, which led to border guards shooting at least 150 people as they tried to escape. This suggests that the investigators were unable to find adequate evidence in back such a charge. Herr Honecker is still in the Chilean ambassador's residence in Moscow. All the other accused are in custody.

### Families sue

New York: The families of six US Marines killed by "friendly fire" during the Gulf war are suing Hughes Aircraft for allegedly "negligently and carelessly" manufacturing the missile that hit their armoured car instead of an Iraqi vehicle.

### Speaker picked

Rome: Italy's politicians cleared the way for talks on forging a new government after electing Giorgio Napolitano, 66, a veteran of the former Communist party, as parliamentary speaker. It took five rounds of voting to elect the speaker. (Reuters)

### Relations cool

Rome: Relations between Italy and Libya have deteriorated after Libyan media encouraged a proposal by Giuseppe Calabrese, the mayor of the Tremiti islands in the Adriatic, to request annexation by Libya. He said Rome had neglected the islands.

### Aids prediction

Washington: The Aids virus is expected to infect 110 million adults and 10 million children worldwide by 2000 and 24 million adults will have Aids, according to the international Aids centre at Harvard University School of Public Health. (Reuters)

### Iran backs war

Beirut: Ali Akbar Velayati, Iran's foreign minister, in talks with Lebanese warlords and politicians at the Iranian embassy here, reaffirmed Tehran's full support for guerrilla war as the only means to force Israeli troops out of Lebanon. (Reuters)

### Plunging to life

Chicago: A man who revived his father after a heart attack by using a lavatory plunger on his chest has inspired American doctors to develop a plunger-like device for the job. Conventional resuscitation by hand saves only about 15 per cent of patients. (AP)

## KGB generals fired in corruption drive

FROM BRUCE CLARK IN MOSCOW

THIS week's dismissal of at least three Russian KGB generals was part of a drive by its new boss to stamp out the corrupt behaviour tolerated by his liberal predecessor and to improve morale, according to a spokesman for the political police network.

Viktor Barannikov, head of the state security ministry that is the effective heir to the Soviet intelligence service, dismissed his associates for "abuses of power" and called on the public prosecutor to consider pressing criminal charges, according to official reports. Tass named one of them as Vladimir Kilshin, the counter-intelligence chief, although the ministry declined to confirm that.

The ministry said that the offences had taken place under the regime of Vadim Bakatin, the liberal politician who took over the KGB for several months after the August putsch and incurred the loathing of many professional intelligence officers. It added that the dismissed generals had been guilty of "venal practices" that would have been inconceivable under the old KGB but became widespread last autumn when discipline slackened and the service was demoralised. The

malpractices were understood to include the transfer of a flat that was supposed to be used as a KGB hideout to the relatives of a senior intelligence officer.

Officials said that the anti-corruption drive was part of the efforts of Mr Barannikov, who unlike his predecessor has spent most of his career in the former Soviet security forces and is considered a "policeman's policeman", to run a better organisation. There have been many indications of an improvement in the morale of the intelligence service since Mr Barannikov took over this year.

Although the notorious fifth department that used to harass dissidents and infiltrate religious organisations has been abolished, the new ministry has defended the record of the old Soviet KGB several times. For example, it denied a well attested report, confirmed by the writer himself, that the KGB tried to poison Alexander Solzhenitsyn in 1977.

Experts on the KGB said that the dismissals were likely to delight rank-and-file officers who have long been resentful of their masters' apparent immunity from investigation.

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## Two-minute silence observed for planet

## Brazil offers to host new green institution

FROM MICHAEL MCCARTHY IN RIO DE JANEIRO

BRAZIL offered to be the world's environmental progress-chaser yesterday when the United Nations Conference on Environment and Development opened in Rio de Janeiro.

The offer came from President Collor de Mello, who has acted to restore his country's battered environmental reputation by slowing the destruction of the Amazon rainforest and demarcating land for Amazonian Indians. Addressing delegates from more than 150 countries at the opening ceremony, he offered to host the UN institution expected to be set up after the summit to pursue its aim of sustainable development.

President Collor said the move demonstrated Brazil's commitment to the environmental cause. He told delegates that he had promised to give priority to environmental issues when he was inaugurated as president.

"I belong to the generation that first launched a warning against a mode of growth that was leading blindly to the extinction of life on earth," the president said.

He joined other UN and national leaders in declaring that the world's present path of growth was putting intolerable strains on the environment while doing nothing to relieve deepening Third World poverty.

"The time of the finite world has come, in which we are under house arrest," Boutros Boutros Ghali, the UN secretary-general, said opening the summit after requesting delegates to stand and observe two minutes' silence for the earth. Man had gradually tamed a seemingly infinite nature, but now, he said, every new triumph over nature was a triumph over ourselves. "Progress is not necessarily compatible with life," he said.

Maurice Strong, the chief organiser of the conference, who has persuaded more than 150 world leaders to attend next week, said that the hopes ignited at the UN's first environment conference in Stockholm in 1972, of which he was also secretary-general, had largely re-

mained unfulfilled. He pointed to patterns of production and consumption in the rich countries, the population explosion in the Third World, and deepening disparities between rich and poor.

He bluntly addressed the population question which has been kept low on the summit agenda because of sensitivities from developing countries and Catholic countries, as well as the Vatican. Mr Strong said: "Since 1972, world population has grown by 1.7 billion people, the equivalent to almost the entire population at the beginning of this century; 1.5 billion of these live in developing countries which are least

unprecedented levels of wealth and power for the rich minority have also given rise to the risks and imbalances that now threaten the future of rich and poor alike. This growth model is not sustainable for the rich; nor can it be replicated by the poor. To continue along this pathway could lead to the end of our civilisation. Yet the poor need economic and social development and the only means of relieving the vicious circle of poverty in which they are caught up. Their right to development cannot be denied."

The Earth summit had to establish the transition to sustainable development, said Mr Strong, who has produced a 750-page policy agenda to be debated over the next ten days, with conclusions to be approved by 150 world leaders when they arrive next week.

Gro Harlem Brundtland, the prime minister of Norway whose 1987 report on the environment and development, *Our Common Future*, had led to the summit being called, said: "Human history has now reached the watershed where fundamental policy changes become unavoidable. More than one billion people who today cannot meet their own basic needs, our own children and grandchildren, and the Earth itself, all cry out for a revolution."

The negotiations now beginning will determine whether or not the summit's outcome can match the rhetoric. Many of the environmental groups gathered in Rio have their doubts: Greenpeace yesterday said that the summit was on the road to historic failure, and put much of the blame on President Bush, who has declined to sign one of the summit's two key treaties, on wildlife, and has substantially weakened the other, on climate change.

A Greenpeace spokesman said: "With only 15 days left for world leaders to turn the Earth summit around, Bush seems determined to lead the peoples of the world into an ecological abyss."

Summit opens, page 1  
Letters, page 15



able to support them. This cannot continue. Population must be stabilised, and rapidly. If we do not do it, nature will, and much more brutally."

However, he immediately drew attention to the other side of the coin, patterns of consumption in the rich North. "During the same 20-year period, world GDP increased by \$20 trillion, yet only 15 per cent of the increase accrued to developing countries," he said.

More than 70 per cent went to the already rich countries, adding further to their disproportionate pressures on the environment, resources and life-support systems of our planet. He said the other side of the population problem was that every child born in the developed world consumed 20-30 times more of the world's resources than a Third World child.

He continued: "The same processes of economic growth which have produced such



Children at heart: Pele, the football star, holding a boy during his meeting with Kenyan and Brazilian street children at the Earth summit in Rio. Maurice Strong, co-ordinator of the summit, looks on

## Beach rally drums up women's support

Feminist groups intend to voice their concerns to world leaders, writes Gabriella Gamini from Rio de Janeiro

AS THE sun rose over Leme beach in Rio de Janeiro, voluptuous *macumba* dancers raised their hands in the air and chanted homage to their gods while making an offering of a basket of fruit and flowers to the waves of the Atlantic.

These devotees of a cult brought from Africa, but popular among Brazilians, danced around fires and were part of a protest vigil by hundreds of Brazilian women from non-government organisations gathered in Rio to voice their concern over environmental issues. The beach was filled with members of feminist groups that belong to the Female Planet organisation and they intend to voice women's concerns to world leaders at their summit.

While the *macumba* drums pounded in the background and the women dancers finished their circular dance around a fire, hundreds of other women joined hands and formed a huge circle holding up banners stating their demands. Weary joggers looked on.

"In Brazil, as in many other countries, women are mar-

ginalised and not consulted on environmental issues," Bernadeta de Silva, one of the leaders of Female Planet, said. "We expect that there will be leaders at the Earth summit promoting sterilisation programmes for women to reduce population growth, but that is tackling the problem wrongly, so we will protest against it," she added.

The average Brazilian woman has four children, and in poor areas, eight. According to another beach protester, the solution lies not in sterilising women but in educating them.

"Women are offered sterilisation in exchange for cash as an incentive in the Third World. But it is no solution because it clashes with cultures," Mariela do Santos said. "Then we also have the other side of the problem. The [Roman] Catholic Church tells poor women that preventing babies is a sin." Brazil is a largely Catho-

lic country, although there are many other denominations and religions there, such as the *macumba* cult which is a mixture of voodoo and evangelicalism.

"Women in poor areas need children to help them work," Senhora de Silva added. "If they had better opportunities and the richer nations were a little more generous, then these women could be taught to do other things and to have smaller families." The feminist movement in Brazil has begun to grow only in the past few years in the male-dominated society.

There is an 80 per cent illiteracy rate among women who live in the *favelas*, or slums that cling to the steep hillsides around Rio de Janeiro, and those women are the most prone to having large families.

At least a third of Rio's population of nine million people live in the *favelas*.

made up of cardboard and corrugated iron shacks. The shacks are a sharp contrast to the luxury high-rise buildings lining the promenades, and the leisurely surfboard and bikini lifestyle of Rio's beaches.

"Many of the poor women have children because they are stuck in a system that gives them few options," Senhora de Silva said. "Men dominate and decide that women are there for them whenever they want. They have no access to education and therefore no knowledge of contraception."

Most of the women in the crowd, watching the sun rise and dancing to the drum beat, said that their main demand was to put forward women's issues and education as a priority to the world leaders.

"We say that the biggest environmental problem is not the ozone layer, but the growth of huge populations in cities and countryside that cannot cope with it," one said. "If women are focused on in terms of education and development, things could improve."

## EARTH NOTES

## Collor to seek deal on forests

Rio de Janeiro: President Collor de Mello of Brazil will be hoping to subdue the memories of past political scandals as he plays host to leaders of more than 150 nations here for the Earth summit (Gabriella Gamini and Mac Margolis write).

President Collor's main conference aim is to negotiate a debt-for-nature deal, to reduce Brazil's foreign debt and inflation. He hopes to convince Western leaders to give him aid in exchange for encouraging protection of Brazil's rainforest.

In the first such deal yesterday, he negotiated a \$2 million (\$1.1 million) payment from the US National Conservation Organisation to a Brazilian non-governmental organisation working against deforestation of the Amazon.

## Hume appeals

London: Cardinal Basil Hume, the Archbishop of Westminster, called for an end to over-consumption by the rich nations and for the Earth summit to tackle poverty and social justice. He urged Catholics to pray for the summit's success.

## Embassy arrests

Wellington: Four Greenpeace activists were arrested after handcuffing themselves to the gates of the American embassy to protest against US environmental policy. "The US has been an obstacle to action on global warming," Greenpeace said. (AP)

## Whalers backed

Rio de Janeiro: Whales should be hunted if it could be done on a sustainable basis, Gro Harlem Brundtland, the prime minister of Norway, said. Her remarks will spark arguments at the International Whaling Commission in Glasgow later this month.

## Dirty look

Sydney: Australians produce more rubbish and pollute more air than most other industrialised countries. Only Americans produce more rubbish annually (1,905lb each) than Australians (1,500lb), an official Australian report said. (Reuter)

## Protester seized in Peking

FROM CATHERINE SAMPSON IN PEKING

ON THE eve of the third anniversary of the suppression of China's pro-democracy movement, dozens of police seized a lone demonstrator as he tried to unfurl a banner in Tiananmen Square, and they kicked and beat foreign journalists filming the incident.

Wang Wanxing, 42, was pushed into a police van, as were five journalists who were subsequently detained for several hours. A Japanese cameraman was beaten so badly that he lost consciousness and needed hospital treatment. Mr Wang's fate is not known.

The protest occurred in the early afternoon when Mr Wang pulled a white banner with red lettering from his coat. Plainclothes and uniformed policemen pounced on him within seconds, even before he had managed to unfurl his banner. Mr Wang had prepared a banner protesting against the undemocratic way in which Jiang Zemin, the party chief, and Li Peng, the prime minister, were chosen for office. His banner also demanded compensation for being twice arrested, once in 1966 and again in 1976, for speaking out in support of Deng Xiaoping, now China's senior leader, who was then in disfavour.

Although the city appeared calmer than on the previous two anniversaries of the massacre of unarmed demonstrators, the single act of defiance showed that the police are on high alert. In Tiananmen Square, large not-leaders have been put up forbidding eight activities, including laying of wreaths, sitting down, and

An Amnesty report said that "human rights violations continue unabated... thousands of political prisoners remain imprisoned, including prisoners of conscience held solely for the peaceful exercise of fundamental human rights."

## Perot emerges as absent victor in California vote

FROM PETER STOTHARD, US EDITOR, IN LOS ANGELES



Feinstein contender for Senate seat

would have stayed loyal to the primary's winner, Mr Clinton. Among Republicans 38 per cent said that they would still have voted for Mr Bush.

The support for Mr Perot was consistent with opinion polls taken during the campaign, but it showed that even the more committed party supporters, those who vote in their party primaries, are prepared to back the Texas outsider in large numbers. More than half of those who voted for Mr Bush said that they did so only because he was "the best of a bad lot".

Worried analysts from both parties spent yesterday trying

to assess how much of the Perot support was a temporary protest and how much would be a factor in the general election in November. The exit polls and write-in data far outweighed interest in the formal result in which Mr Clinton recorded a 47 to 40 per cent victory over Jerry Brown in California and won victories too in Ohio, New Jersey, Alabama, Montana and New Mexico.

The Democrat frontrunner now has 2,517 delegates committed to his cause, 372 more than he needs for a majority. Mr Bush had mostly easy victories in the Republican races, although there was a 27 per cent vote against him in New Mexico. He had already won the nomination and now has 1,811 delegates. Patrick Buchanan has only 76 delegate supporters.

Mr Clinton said after the results that he had two opponents in November. Mr Bush, who has said that he will do whatever it takes to become president, and Mr Perot, who has said that he will spend whatever it takes. Mr Clinton promised to do all in his strength to show that he had the "best ideas for America".

California celebrated the much-touted "year of the woman" yesterday by electing two women Democrats to challenge for Senate seats in November. Barbara Boxer, a liberal congresswoman from San Francisco, defeated challenges from two aggressive male opponents who had harped intensively on her "bouncing" of checks at the congressional bank. Dianne Feinstein overwhelmed the opposing campaign that had equated her with convicted tax-evader Leona Helmsley.

There are now only two women senators in Washington. Mrs Feinstein, who will face the incumbent, John Seymour, in November, is given a better chance of joining them than Ms Boxer, who must win a classic "liberal versus conservative" battle against the "pro-life" television commentator, Bruce Herschensohn.

The stars fall out, page 14

## Outsider's lure deprives Bush of key adviser

FROM MARTIN FLETCHER IN WASHINGTON

IT IS not just Republican voters who are abandoning President Bush as Ross Perot's popularity soars. Yesterday the rot spread to the White House itself when one of the president's senior aides resigned.

Sherrie Rollins, communications adviser to the president, announced she was leaving due to unspecified "personal circumstances", but everyone knew what they were. The unstoppable Texas billionaire is about to sign up her husband, Ed Rollins, the conservative political wizard who was President Reagan's 1984 campaign manager and his White House political director.

Mr Perot confirmed yester-

day that he had approached Mr Rollins and Hamilton Jordan, Jimmy Carter's 1976 campaign manager and later White House chief of staff. He wanted "the two best people in the business", he said. "We do not have time to climb up a learning curve on all the blocking and tackling that has to take place, all the rules and regulations and what have you."

Early last year, Mr Rollins resigned as head of the Republican National Congressional Committee after falling out with Mr Bush over taxes. Mrs Rollins' resignation letter suggested that she was leaving to avoid conflicting interests, not out of enthusiasm for Mr Perot.

## BROADCASTING ACT 1990

## NOTICE BY THE DIRECTOR GENERAL OF FAIR TRADING CONCERNING THE NETWORKING ARRANGEMENTS MADE BY CHANNEL 3 LICENSEES

### Invitation to give information or views

As required by the Broadcasting Act, the Independent Television Commission has referred to the Director General of Fair Trading the networking arrangements made by the Channel 3 licensees.

The Director General is required to consider, and publish a report on, the question whether the arrangements satisfy the "competition test" laid down by the Act (see below). If he concludes that they do not satisfy that test, his report must specify the modifications which he considers would result in their satisfying that test.

Accordingly, any person wishing to give information or views on the question whether the arrangements satisfy the competition test should write, as soon as possible, but not later than 2 July to:

THE REFERENCE SECRETARY, Room 106A,  
Office of Fair Trading, Field House,  
15-25 Bream's Buildings, London EC4A 3PR.

### Description of the networking arrangements

These are arrangements to provide for programmes made, commissioned or acquired by or on behalf of one or more of the Channel 3 licensees to be available for broadcasting in all regional Channel 3 services. The arrangements comprise:

The Statement of Principles, which sets out, among other matters, the organisations and persons in the Independent Television Association (ITA) responsible for programme strategy, financing, commissioning, and the network schedule; policy and procedure on the supply of programmes; and arrangements for programme finance and rights;

The Network Supply Contract, an agreement among the licensees and the ITA, which authorises the ITA to commission and acquire network programmes; procures that network programmes are made available by the ITA to each licensee; and sets out the financial contributions by each licensee;

The Network Programme Licence, which sets out the terms on which programmes for the network are supplied to the ITA;

The ITV Productions Commissions Guidelines for 100% Funded Production, which set out the principles which will normally apply in a contract between a licensee and a producer, for the making of a programme for the network, where the licensee will be responsible for 100% funding.

Copies of the full text of the arrangements can be obtained, free of charge, from the Office of Fair Trading.

### The Competition Test

The arrangements will satisfy the competition test if:

- they do not have, and are not intended or likely to have, the effect of restricting, distorting or preventing competition in connection with any business activity in the United Kingdom; or
- they do have, or are intended or likely to have, such an effect, but they would satisfy the criteria set out in Article 85(3) of the EEC Treaty (which concerns agreements contributing to improving the production or distribution of goods or services, or to promoting technical or economic progress).



# Treaty loses friends as MPs on all sides hail Danish stand

BY PHILIP WEBSTER AND NICHOLAS WOOD

## BRITAIN: THE COMMONS DEBATE

THE Maastricht treaty appeared to have far fewer friends at Westminster yesterday than the big Commons majority for the ratification bill suggested two weeks ago.

Many Tory MPs who had faithfully trooped into the lobbies to back the government in the second-reading vote were elated that the treaty seemed to have been superseded. Labour MPs who had unhesitatingly backed their leadership's line of not opposing Maastricht joyfully joined the out-and-out sceptics in cheering Neil Kinnock when he told a private meeting of the parliamentary Labour party that he had demanded that the government should suspend the bill, and declared that the treaty had either "become defunct or gone into hibernation".

Later, in the Commons, Mr Kinnock demanded a thorough report and a Commons debate on the implications of the Danish referendum decision before MPs continued with the legislation to ratify the treaty.

The Opposition leader welcomed the decision to postpone further consideration of the European Communities (Amendment) bill and told the prime minister: "Such clarification is essential because it would not otherwise be possible to justify continued consideration of a bill to ratify a treaty which the passage of events and the requirements of Community law might render incapable of implementation."

The prime minister, who had made a statement to the House on the situation, replied that he would consider what form of report about consultations might be laid before the House before it returned to the bill.

Outside the chamber, a mood of liberation gripped MPs on both sides as the implications of the Danish referendum result began to sink in. The true scale of parliamentary unease about the closer economic and political union envisaged by Maastricht had always been hidden by the discipline of loyalty to the leadership stance. Now an external event had given the undecided dissenters an opportunity to reveal what they really thought.

Sir Rhodes Boyson, one of the 336 MPs who backed the treaty on May 21, likened Tories to a reluctant coach party. They had not wanted to desert the driver; now the door had been opened and they could get out.

Michael Spicer, the former minister who has been leading opposition to Maastricht, said that "commonsense was breaking out" everywhere.

George Walden, a long-standing pro-European Tory MP, summed up the changed

mood by saying in the chamber that the treaty was never wanted by the government. The House or the country and there was no enthusiasm for it. Last night, Tory MPs, including many from the new intake who backed the bill two weeks ago, were signing a Commons motion calling on the government to use the suspension to make a "fresh start".

Even before the government's decision to suspend the bill became known, another senior loyalist had broken ranks. Sir Patrick McNair-Wilson wrote to Richard Ryder, his chief whip, saying: "I can no longer support the government in further debates on the Maastricht treaty. The treaty was at best an attempt to keep open options and is already seen in many parts of the Community as irrelevant to the needs of a Europe grappling with recession. The Danish decision has made any further discussion pointless and the govern-



MAASTRICHT

ment should curtail further debate in Parliament."

Sir Patrick's defection was clear evidence that Tory doubt about ever-closer European union is not confined to the 22 rebels who voted against the bill.

For all the euphoria coming from the back benches, Sir Geoffrey Howe, the former foreign secretary, maintained that the party was still committed to Maastricht. "There is a majority for the conclusions contained in the Maastricht treaty itself, which is a stage to which we are committed but no further."

Labour MPs seemed relieved that the Danish decision had given them the opportunity to cover over their own divisions on Europe. More than 60 of them defied the leadership last month and voted against Maastricht; more were doubtful but for reasons of loyalty to Mr Kinnock and a desire to hold on to their front-bench status decided to toe the line.

The rebels on both sides, who could hardly believe their luck yesterday, will await events at home and abroad as political leaders across the Continent struggle to come to terms with the people's revolt

in Denmark. If the leaders succeed in breathing life into the corpse, the tactics of the sceptics are clear. The campaign for a referendum in both Labour and Conservative parties would assume new momentum. In 1975, a Labour government put Britain's European future to the people in a device to keep the party united. Support for one now might have the same objective.

In the Commons, after Mr Major's statement, John Biffen, Tory MP for North Shropshire and a former minister, said that the result of the Danish referendum merited neither triumphalism nor recrimination. He said there was need for reform of the institutions to ensure that there was real inter-governmental co-operation and a contraction of the centralism, which was a consequence of the Rome treaty and the Single Act.

Mr Major replied that less centralism and more inter-governmental co-operation were two of the objectives in the Maastricht negotiations and Britain achieved them.

"At Maastricht, Britain did help to turn Europe away from the direction of centralism and that is the direction we must continue to move as we take over the presidency later this year."

Paddy Ashdown said that Mr Major had given a clear lead to the Tory party and had committed Britain to giving a clear lead to Europe during his presidency to ensure that Europe did not go into reverse. "In both these matters he will have the full support of this bench."

He added: "Does the prime minister accept that if this House does, as I think it will, confirm the Maastricht process, the British people are entitled to have their say in a referendum?"

Mr Major said: "I am not in favour of a referendum in a parliamentary democracy and I do not propose to put one before the people."

Peter Shore, a long-standing Euro-sceptic, said the Danish vote was "a victory for democracy, a defeat for European bureaucracy and European centralism".

Sir Edward Heath said that Mr Major had been right to confirm his determination to support the treaty which he and fellow ministers had negotiated. The Commons majority of 244 on the second reading of the bill to ratify the treaty overruled the hostility of some MPs.

No referendum, page 1  
The retreat, page 14  
Leading article, page 15  
Krona plunges, page 19



Looking ahead: Jacques Delors, the European Commission president, insisting yesterday that the rest of the European Community should forge ahead with plans for greater unity in spite of Denmark's opposition. The Danish vote is seen as a clear indication that the centralisers have had their day

(Robin Oakley and George Brock write): against that background, ministers are questioning whether it remains appropriate for Britain to continue to support M Delors for a third term as head of the Commission. An informal deal between Britain and Germany at last year's Maastricht summit to allow M

Delors a third term has now come under sharp pressure as a result of the Danish revolt. In the Commons, John Major, questioned by Euro-sceptic MPs critical of M Delors' role, said that nothing had been decided yet and that any reports which suggested the contrary were "unfounded and premature".

The subject is likely to come up when Mr Major and Helmut Kohl, the German chancellor, meet in Bonn tomorrow. MPs suggested that M Delors was the biggest impediment to the achievement of the kind of European Community Britain wanted.

## Capitals reel from surprise vote

LINES between Whitehall and continental capitals were buzzing furiously yesterday as the European Community attempted to work out the implications of a Danish referendum result that had never been expected. These are the answers to some of the questions being asked:

□ Will Britain have a referendum too?

No. John Major ruled it out again yesterday saying that he was not in favour of a referendum and did not propose one. A line he has held consistently since Margaret Thatcher urged a referendum last autumn. In response to questions, he said that a referendum was not in the interests of good government. He said that the 1975 referendum had been held to cover divisions over Europe in the Labour cabinet. "There are no such divisions in my cabinet."

□ What happens now to the British parliamentary bill to ratify the Maastricht treaty? The government will persevere with the bill. It intends to ratify the treaty in the hope that the Danes will have second thoughts, possibly following a second referendum. But there will be a lull in parliamentary proceedings while lawyers and others examine the implications of the Danish referendum. Ministers still hope to complete the

Commons proceedings before the summer recess, which may now be delayed. □ Does the Maastricht treaty fall if the 12 nations have not ratified it by the end of this year? The British government believes not. John Major told MPs yesterday that while it does require unanimity from the 12 EC governments for there to be any amendment of the Treaty of Rome bringing the Maastricht treaty into force, there is no December time limit for ratification.

□ Can there be European Monetary Union (EMU) without a Maastricht treaty? Yes. The British government confirmed yesterday that any group of EC nations who choose to do so could form a currency union if they wished to do so, without proceeding through EC institutions. Britain will continue its efforts to meet the convergence criteria for EC economies to give it the right to participate in a single currency if parliament so decides at a later stage, believing that these are worthy objectives in themselves.

But the prime minister remains sceptical about the prospects for full EMU. □ Will there be a new Maastricht treaty negotiation? That is unlikely. EC heads of government recognise that any attempt to reopen negotiations would be more likely to lead to an unravelling of the

whole treaty. Since the Maastricht meeting at which Britain secured its opt-outs on the single currency and the social chapter, doubts have arisen about the treaty in other EC nations, many of whom would now want concessions of their own.

□ How will the Danish decision affect the European parliament? The proposed increase in the powers of the parliament, giving it greater financial control over the European Commission, the right to block some legislation and an Ombudsman, will not take place unless the treaty is ratified by all twelve members.

□ Who will hold the EC presidency after Britain? Denmark.

□ What will Brussels do? The unity of the Maastricht treaty could be abandoned and Denmark could be allowed to drop out of the inter-governmental councils on foreign affairs and criminal justice but remain in that part of the treaty which sets a binding timetable for monetary union. Denmark could then hold a second referendum on aspects of the treaty likely to be more appealing to an electorate worried by both immigration and a future EC defence policy. If Danes voted "Yes", something called the "Maastricht treaty" would have been salvaged, but at high cost to federalist

ambitions. Or eleven states could sign a Maastricht treaty, substituting the figure "11" wherever the text refers to 12 states. Two overlapping sets of governments would then be attempting to conduct the same business under two sets of rules. The legal and administrative problems raised by the British opt-out would be vastly magnified. The EC would tangle itself in further complications.

□ Will EC enlargement go ahead after completion of the Single Market? British ministers have said that their priorities for Britain's six months in the chair from July 1 would be the enlargement of the Community and the completion of the single market laws due to come into effect at the beginning of next year. Single market legislation is unaffected by the crash of the Maastricht treaty, since those changes are based on the Single European Act which is already in force. But the processing of seven applications for EC membership will be hugely complicated by Tuesday night's vote. Technically, the EC could start talks with Sweden, Finland, Austria and Switzerland on schedule. But the effect of the Danish vote will be to swing opinion against the rapid inclusion of states likely to be lukewarm about federalism.

## QUOTES

"The Danish people have spoken for many who have not had the chance to make their views known. They have done a great service for democracy."  
— Margaret Thatcher

"The Maastricht treaty began to build the kind of European Community we wish to see."  
— John Major

"A fist in the face."  
— Uffe Ellemann-Jensen, Danish foreign minister

"The Danes have saved our bacon."  
— Tory MP, Christopher Gill

"We mean to take this very steady. It's no use crying over the vote in Denmark, though I think it is a pity."  
— Douglas Hurd

"The Common Market is crumbling and the sooner the Tory government and the Labour front bench understand that, the better."  
— Labour MP, Dennis Skinner

"There is nothing to have a referendum about."  
— Neil Kinnock

"I don't think we should be over-excited by one small country."  
— Pro-European Tory MP, Peter Temple-Morris

"It's a sad day when the parliamentary sovereignty of the United Kingdom has to be saved by our Danish friends."  
— Enoch Powell

"It is not possible to have a country which would only partly participate in the European Community."  
— Portuguese foreign minister, Joao de Deus Pinheiro

## Vote depresses Danish market

FROM CHRISTOPHER FOLLETT IN COPENHAGEN

## DENMARK



Ellemann-Jensen: to try for new EC role

THE Danes' rejection of closer European co-operation has thrown Danish politics into confusion. Only 46,000 votes separated the rejectionists from the supporters of the treaty — the closest of margins in a race marked by a 52.9 per cent turnout. When Danish voters entered the booths at polling stations, they were welcomed by a wall poster explaining that the vote was for or against Danish ratification of the Maastricht treaty on European political union. But there was no referendum question: voters had simply to put a cross against yes or no on the ballot paper.

Denmark's devastating "no" sent shares and bonds plummeting in nervous trading on the Copenhagen stock exchange throughout much of the day. The result depressed the banking and corporate sectors and prompted the key agricultural sector to give warnings of catastrophic consequences for Denmark's food and farming industries. Danish industry also expressed grave concern at the vote and its possible effect on the country's exports. One industrial umbrella organisation described the result as "good night Denmark".

Economists forecast higher interest rates, spiralling unemployment, sagging foreign investment and a long-term slowing of the country's present economic upswing in the aftermath of the vote. On the political side, doubt has been cast over Denmark's

planned assumption of the six-month rotating presidency of the European Community, due to start next January after Britain's tenure.

Uffe Ellemann-Jensen, the Danish foreign minister, said: "It is my duty to try to renegotiate a new arrangement for Denmark. It is up to the Community to decide if Denmark can hold the EC presidency in the first half of next year. Our task is now to look for the possibilities of staying inside European co-operation. I hope we can find a broad range of activities in which we can remain in Europe, by searching for possibilities for renegotiating some areas of the treaty, after seeking the advice of the other Danish political parties and our European partners."

Mr Ellemann-Jensen added that Denmark did not have to deliver its final formal response on Maastricht to the EC until the end of the year. He expressed the hope that Copenhagen would still be able to participate in the most important areas with European co-operation, salvaging as much as possible of the country's involvement in Europe.

While Danish males voted en masse for the Maastricht treaty, opinion polls revealed that their down-to-earth womenfolk were decisive in tipping the referendum result in favour of a "no". Women insist on

directness and a sense of nearness, they want to know where they stand. The EC union is a sort of intangible, vague concept which we have failed to explain properly in our campaign," Jytte Andersen, an MP for the deeply split opposition Social Democrats, said. Two-thirds of the party's voters revolted against the party leadership's yes line on Maastricht, nudging the balance in the direction of a no vote.

"Most Danish women feel they are more socially advanced, more progressive than their sisters in the south of Europe, they fear they will lose their independence and rights in a tighter EC union."

The Danish people followed their hearts when they voted No to a union with the ambitions of a federal super power," said Mrs Annette Just, spokeswoman of the right-wing, anti-Maastricht Progress Party.

Other analysts point to a breakdown in communication between the political establishment and the people and there is clear evidence of a new xenophobia sweeping Denmark. "Political Denmark operates on an elevated EC level often, ignoring the very real fears of the Dane in the street," Ole Borre, professor of political sociology at the University of Aarhus, Denmark's second city, said. "Ordinary Danes mistrust the far off Brussels bureaucracy, they dislike foreigners in general and fear uncontrolled immigration from southern and eastern Europe."

The crisis between Danes and their rulers centres partly on a series of scandals in recent months involving government administration which have sparked general voter disillusionment with the body politic. Professor Borre said the language of the Maastricht Treaty, especially the word union, had probably alienated many Danes.

"In Danish the word union implies a very close relationship. As soon as you open the Maastricht treaty that word stares you in the face. It was like saying to the voters, you have now economic ties, now how about a bit of love and sex," Professor Borre said. All Danish pro-Maastricht parties dropped the term union from their campaigns in favour of the treaty, Borre concluded.

Diary, page 14

## Dublin will press ahead with early referendum

BY EDWARD GORMAN, IRELAND CORRESPONDENT

## IRELAND

THE Irish government yesterday signalled its determination to carry through a referendum on Maastricht in two weeks' time, despite calls by some opposition leaders and pressure groups associated with the abortion controversy, for a delay.

Albert Reynolds, the prime minister, seemed particularly keen in this moment of crisis for the European Community to demonstrate Ireland's commitment to the central political and economic objectives of Maastricht and to secure a vote in favour of it on June 18, even if a second referendum on a new treaty may be required at a later date.

Mr Reynolds discussed the position with Jacques Delors, the president of the European Commission, yesterday prior to reviewing the matter in cabinet. It is thought they agreed that Ireland should press ahead to what they hope will be a successful conclusion, to help limit the damage inflicted by the Danish referendum result. It was widely accepted in Dublin, however, that an unfavourable outcome in Ireland would put the Maastricht process beyond recovery.

Speaking in the Dail, Mr Reynolds dismissed the suggestion that Denmark's decision not to ratify the treaty amounted to a crisis for Ireland. "This is not a time to climb back on the fence, to pause for second thoughts, to indulge in knee jerk reactions, or to attempt to seek a

re-negotiation of this or that aspect of the treaty that we may not like and which will certainly be refused," he said. "It is a time for the greatest possible national unity and consensus at a critical moment, not only for the future of Ireland."

He went on to emphasise that Ireland, which benefits greatly from EC structural and cohesion funding, simply could not afford to jeopardise its place at the heart of Europe. "It is clear what a 'no' vote could mean for us here in Ireland," he remarked.

The question in the Irish referendum on Maastricht is posed in the context of a short bill enabling the state to ratify the treaty. The ballot paper asks: "Do you approve of the proposal to amend the constitution contained in the under-mentioned bill?" The next line simply sets out the bill as follows: "Eleventh amendment of the constitution bill, 1992. Underneath this the question, 'If you approve, mark X in this square. And then if you do not approve mark X in this square.'"

The government's position puts it at odds with some opposition groups who called for a delay so that the full implications of the Danish result could be assessed. Dick Spring, the leader of the Labour party, said it was patently an absurdity to push ahead with a referendum which

could have no legal standing. "We are being asked, first, to enable the state to ratify a treaty which has no force in European law," he told the Dail. "Secondly, we are being asked to give institutions and bodies the power to make decisions and carry out acts which have the force of law in Ireland, even though they too can have no force in European law."

Mr Spring and many of his colleagues also expressed fears that the impact of events in Denmark could alter significantly voting patterns in Ireland where many people have reservations about the abortion issues associated with the treaty, but have so far felt reluctant to vote against it because of the consequences for the rest of the EC. In addition, they point out that the now uncertain legal standing of the referendum might deter many people from voting. This could work in favour of pressure groups and their supporters involved in the abortion row. "If the referendum on June 18 is proceeded with, its outcome is far less predictable than it was two days ago," Mr Spring said, urging that the government should delay the poll until the autumn.

While the pro-life lobby reiterated its long-standing opposition to the referendum — because it believes the treaty allows for the introduction of limited abortion in Ireland — women's groups also registered their opposition to the government's strategy.

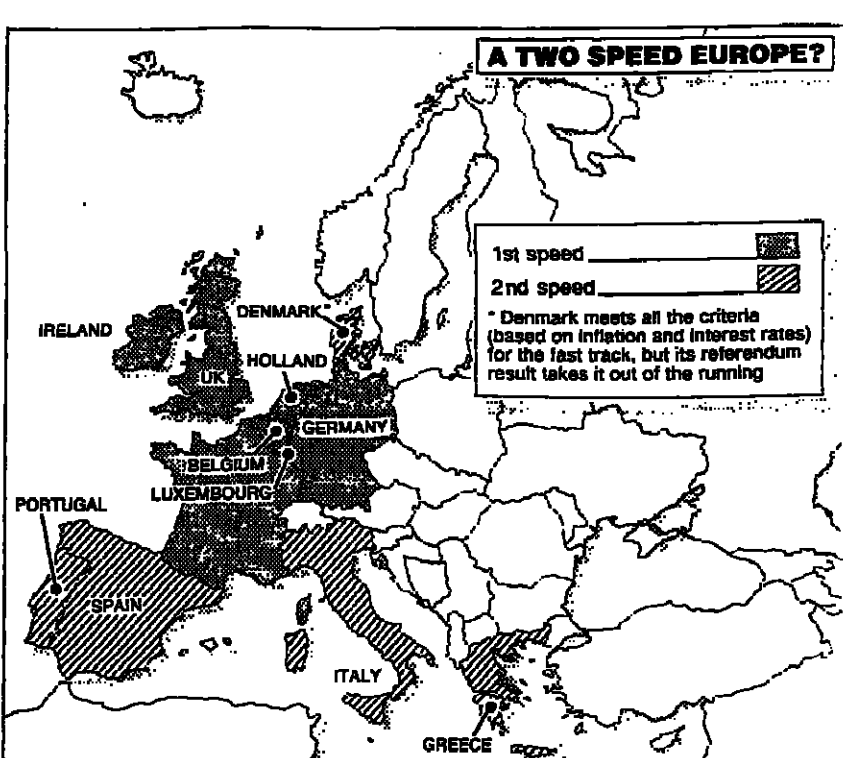
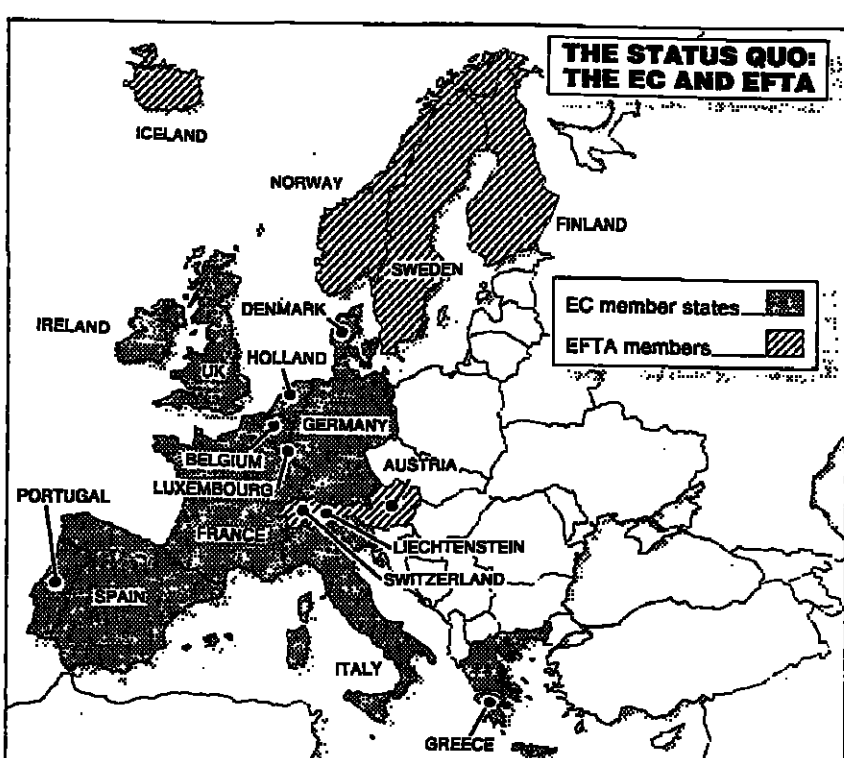
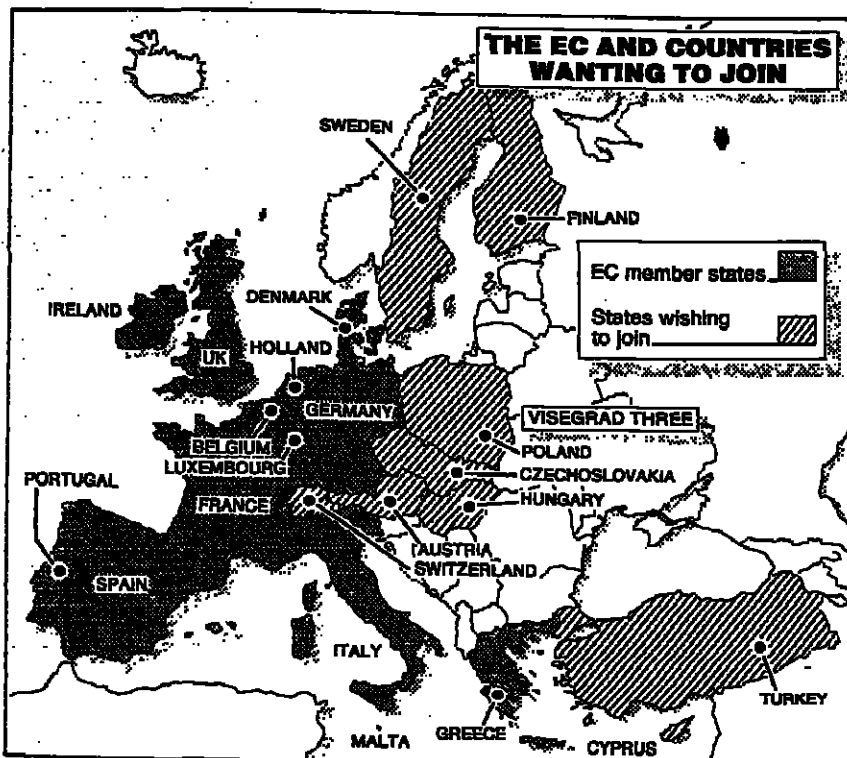
Politico



Mitterra  
on a re

Kohl fights to  
Community





Frontiers of change: after the Danish "no" vote, Europe could become an enlarged Community without full political integration, develop a loose EC-Efta association, or see a growing split between rich and poor

## Political earthquake that could redesign a continent



Kohl: up against Danes' distrust of Germany

HOWEVER isolated or reversible the Danish vote against the Maastricht treaty may appear, Western Europe's political self-confidence has suffered a shock that is reverberating from one end of the continent to the other. Europe may well be redesigned as a result.

Fewer than two million Danes triggered the earthquake, but their motives reflect doubts and fears bubbling to the surface in all of the EC's 12 states. The deepest of all the anxieties about the ungainly compromises that emerged from last year's grinding treaty talks involve the fear that too rigid a framework had been clamped together too quickly.

France, President Mitterrand said with astonishing frankness recently, had been

The Danish referendum result reflects doubts and fears bubbling to the surface in all of the EC's 12 states, George Brock writes from Brussels

suffering a "psychosis of fear and insecurity" since the fall of the Berlin Wall. The Maastricht treaty was born of an agreement between Helmut Kohl, the German chancellor, Mitterrand, and Jacques Delors, president of the European Commission, that an enlarged Germany should be "anchored" in a tighter Community.

But federalist maxims are losing their attraction. Danes, twice defeated by their German neighbour, are quite certain that a United States of Europe would

submerge Denmark. Germans, long content to defer to French bossiness, are irritated to discover that the single market is allowing French state-run firms to take over more competitive private-sector German companies. Even many French people have been appalled to discover that their leaders have cooked up a treaty that will allow Europeans to vote in French local elections.

The Danish referendum surprise is a symptom of the deep confusion that now reigns over the EC's true purpose. A single-minded drive to unite the eastern and western halves of Europe and help the former communist states to build market economies and democracy, conflicting with the French desire to build Western Europe into an economic and military superpower that shackles the might of Germany and keeps the despised Americans at arms length.

The recent trend has been away from Europe-wide measures. The group of eight states that have signed the Schengen agreement will open their borders more fully than others. Eleven states agreed at Maastricht to write a social policy without Britain. The single currency rules have divided the EC into richer economies that qualify and governments that risk failing the exam

through poverty or profligacy. The most drastic federalist solution to the Danish dilemma would be for 11 states to bully Denmark into agreeing to dissolve the Treaty of Rome and write a Treaty of Edinburgh, where next December's summit is to be held, that reproduces Maastricht but with only 11 members. But then a barrier would be raised against new members of the EC because states with doubts are liable to be expelled and the Maastricht accords might unravel while they were being renegotiated.

Maastricht divided the "union" into three "pillars". Alongside the traditional EC machinery were intergovernmental councils for foreign affairs and criminal justice. Federalists hope to fuse all

three in time. Denmark could be offered membership of the EC part only, including stronger environmental and social policy, and drop out of foreign and judicial affairs. M. Delors' staff are tempted by this "variable geometry".

Denmark could withdraw from the EC and join the seven Scandinavian and alpine states of the European Free Trade Association, which are ratifying a deal to create a 19-state single market. Four Efta states — Sweden, Finland, Austria and Switzerland — have applied for full EC membership. They had hoped for entry in 1995; the late 1990s must now be more likely, pushing back the entry of East Europeans into the next century.

The EC or European union creates, over a decade

or more, concentric circles. A core of six to eight richer states formed round Germany, France and (perhaps) Britain would try to create a single currency, regulate a single market, adopt a common immigration policy and co-operate closely on diplomacy and defence. A second circle would include EC states that adopt all those policies minus monetary union. A third circle would include countries wishing to join the single market but neither a political, a defence nor a currency union. A fourth circle might include East European states co-operating in areas of mutual interest while waiting for closer integration.

There is a possibility that the EC as it exists will in effect split into two speeds, a fast and a slow track.

## Mitterrand gambles on a referendum

FROM PHILIP JACOBSON IN PARIS

THE long shadow of General de Gaulle fell across the Elysée Palace yesterday with the dramatic announcement that President Mitterrand will ask the people to back his vision of Europe through a referendum on the Maastricht treaty.

While recent opinion polls suggest that this is a safe enough gamble, it involves the unavoidable risk of the French choosing to turn the process into a vote of confidence in a president who remains decidedly unpopular with the public at large. Mitterrand needs no reminder that the downfall of De Gaulle followed a stinging reverse in a 1969 referendum on matters of purely domestic political concern. With the debate on Maastricht now fully engaged and both houses of the French parliament considering the constitutional changes required before the treaty can be ratified, the stakes could hardly be higher.

Even so, the speed with which M. Mitterrand reacted

to the news from Copenhagen makes it clear that he judges the moment right to confront his most vocal critics on Europe. In providing the neo-Gaullist RPR party with the national referendum it has been demanding, long and loud, he has deftly seized the initiative at a moment when tensions over the Maastricht ratification process are seriously undermining the flimsy coalition of the mainstream right.

Whatever the terms of the referendum, it would be political suicide for Jacques Chirac, the RPR leader, to be seen as standing out against continued French participation in the drive for European unity. M. Chirac's problem is that an anti-Maastricht faction within the RPR is doing well with its gut appeal to stop Brussels gobbling up French sovereignty. Like most of his followers, M. Chirac abstained in last month's National Assembly vote at which

the bill for constitutional revision was comfortably approved.

By contrast, the centrists of the UDF, though nominally linked to the Gaullists in yet another electoral pact designed to present a united front, are already solidly arrayed behind Valéry Giscard d'Estaing, their enthusiastically pro-European leader, and may be counted upon to campaign for a "yes" to Maastricht. M. Giscard d'Estaing's prospects for another run at the Elysée when President Mitterrand steps down in 1995 are not high as it is and support for Europe will have to provide the main plank for any eventual effort.

That leaves the French Communists, implacably opposed to Europe and now ready to vote against the ruling Socialists on confidence motions. Their 26 MPs did so earlier this week after the farm policy debate, exposing the vulnerability of the minority government. But with the parliamentary process to be bypassed, the Communists will have to mine the deep seam of discontent that exists among France's farmers to make any serious impact on the outcome of the referendum.

The last time M. Mitterrand appealed to the people in this way was in 1988, when less than 40 per cent of voters bothered to register any opinion about the future of New Caledonia. The government prevailed comfortably then, and if Pierre Bérégovoy, the present prime minister, is to be believed, it will do so again and on a far more decisive turnout. "We have full confidence in the judgment of the French," he told an excited National Assembly yesterday.

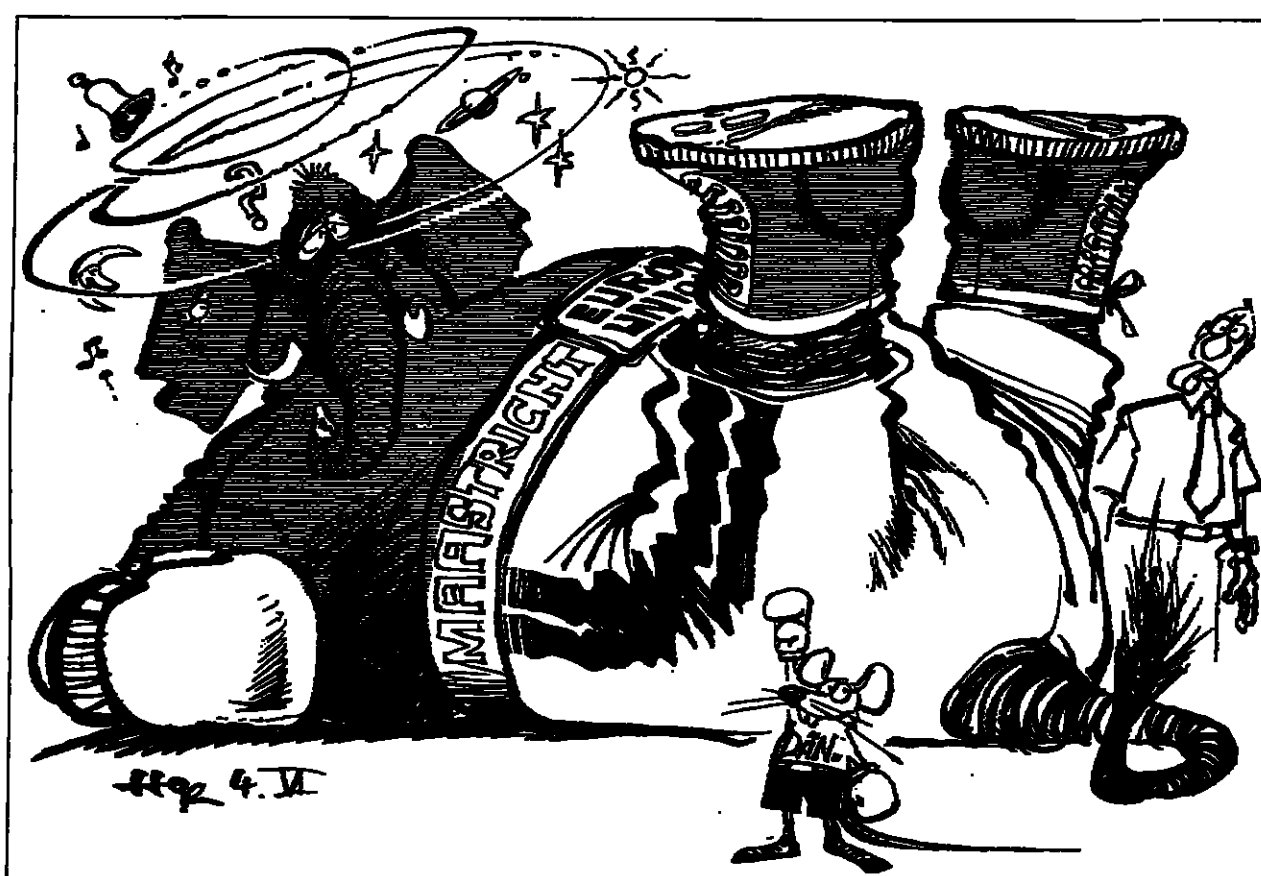
### GERMANY

still determined to use all of his considerable influence to keep the Community on course.

As soon as the result of the Danish referendum was known, the chancellor got in touch with President Mitterrand of France to form a common front. He considers that the Franco-German relationship is the sheet anchor of the Community and that it was therefore essential for the two leaders to stand firm in the face of the Danish threat to European integration.

Their joint statement, declaring their intention to stick by the timetable and goals of Maastricht, was clearly meant as a signal to the rest of the Community that the two nations at the real heart of Europe were steadfast.

There is nevertheless evidence that fear in Denmark of the power of the united Germany was a contributory, even decisive, factor in the close result of the referendum, given that if one vote in a hundred had gone the other way the result would have been different. The folk memory of two wars fought over Schleswig-Holstein in the last century means that to this day there is resentment along the Danish side of the border.



Mighty mouse: how the syndicated German cartoonist Horst Haitzinger saw the Danish referendum result

## Media predict demise of unity pact

BY OUR FOREIGN STAFF

### EUROPEAN PRESS REACTION

EUROPEAN press reaction reflects widespread shock at the Danish result. In France, the left-leaning daily, *Libération* said the Danish "no" amounts to a warning to the architects of this Community, which remains for most citizens a technocratic construction far from their everyday preoccupations.

*Le Monde* cited the narrow margin of the Danish rejection, arguing: "democracy does not depend on the size of majorities". Whatever solution the politicians produce, "the Danish vote constitutes a warning that can only have consequences for other member states". The foes of Maa-

stricht would take heart. "The only solution now is a Europe of several speeds."

In Italy the *Corriere della Sera* said that the Danish vote "opens a season of crisis and uncertainty in the European Community". It said: "Because ratification of the treaty on the part of everyone is necessary for its implementation, it is practically dead in its actual form."

*La Repubblica* in Rome said the Copenhagen decision "is a very hard blow for Jacques Delors in Brussels, François Mitterrand in Paris and Helmut Kohl in Bonn".

In Germany the *Frankfurter Allgemeine Zeitung* said in its leader today that there were grounds for growing scepticism and antipathy towards Euro-politics. "Their democratic legitimacy is doubtful, their bureaucratic side is ever more coming to the fore." It said "clear misjudgments show that the whole process has become opaque and citizens have become suspicious of it". The newspaper pointed to the vagueness of the terms of the Maastricht treaty. "This document is not convincing; the question is whether one can get a better one."

The Belgian daily *Le Soir* said: "This astonishing result risks plunging Europe into an extremely grave political crisis, especially as no plan was made in the case of a member state not ratifying the treaty. Do we now go back to the Treaty of Rome, as if Maastricht had never existed? Or do we renegotiate some new amendments to Maastricht before another Danish referendum?"

## Kohl fights to hold Community line

FROM IAN MURRAY IN BONN

THE Danish result came as a bombshell to Helmut Kohl, the German chancellor, as he struggled to restore confidence in his government's policies after the trauma of unification.

The chancellor had been trying to make European unity the centrepiece of his policies, seeking to offset discontent over the cost and consequences of unification against the advantages of an integrated Community. This has backfired, as a poll by the Wicken Institute issued last night suggests that 74 per cent of Germans now believe that their country simply cannot afford European union because of the cost of unification. Those polled criticised the government's inability to negotiate the agreement to replace the mark with a common European currency, while 63 per cent said that they wanted a referendum, which is not allowed by the constitution.

The poll, conducted among 4,219 voters over the past 11 days, showed that disenchantment is highest among people under 30, of whom 88 per cent think that the cost is too high. Herr Kohl, who believes that his generation is the last to understand that a united Europe is the best antidote to dangerous nationalism, is

## Treaty city sides with European enthusiasts

The aftertaste of the Danish vote will soon fade, according to Maastricht's people, Mark Fuller reports

which claims to be at the crossroads of Europe.

"There are no Euro-doubters in Maastricht," Philip Houben, the city's exuberant mayor, says. He believes that the area's famed "southern conviviality", which he claims helped to soften British intransigence to EC union, would work equally well on the Danes.

He advises all Euro-sceptics to heed the words of Raul Labbers, the Dutch prime minister. "Go

to Maastricht. Sit outside a cafe and let the atmosphere wash over you. Europe is not so bad after all," the prime minister urges in a promotional film about the city.

Maastricht's "European" atmosphere permeates the city. Gourmet restaurants, patisseries and charcuteries compete with the best of Paris, and the city has a public transport system to rival the efficiency of any in Germany. "We carry several languages in our head and several currencies in our

pockets," a station worker said in English. He could have said it in French or German, as well as Dutch.

Others, however, are worried that Maastricht's aspiration to become the centre of European life is damaging its provincial atmosphere. "Junkies from Germany and Belgium are littering our streets," a market stallholder said. The city is a geographic symbol of European integration. Located on the Maas, it occupies the southernmost tip of a sliver of land that slices into Belgium and Germany. Maastricht was chosen as the host for the summit partly because the Dutch government still feels that it owes a debt to the area,

which was devastated during the 1960s and 1970s by the closure of its mining industry. A redevelopment programme has ploughed more than £3 billion into the area since 1978. The city has been a European crossroads since the Romans founded it in 50BC and still displays the influences of many previous rulers, including the Prussians, Spanish, French and Hapsburgs.

Maastricht plans to integrate rather than compete with its neighbours, particularly Aachen in Germany and Liège in Belgium, creating a triangular Euro-region. Neither doubts about "internationalisation" nor about the Danish vote seem likely to dent those plans.

## Hopes of early EC entry are set back

FROM TOM WALKER IN BRUSSELS

### SCANDINAVIA

GOVERNMENTS in Scandinavia, Central and Eastern Europe yesterday admitted that the Danish rejection of the Maastricht treaty may have put back their joining of the European Community by several years.

Officials in Sweden, Finland, Switzerland and Austria insisted that their applications to join the EC by 1995 were unaltered, but agreed that the Community would have to resolve the Danish problem before accession talks could begin. Pertti Salolainen, Finland's minister of foreign trade, said: "It's very alarming."

Jacques Delors, the president of the European Commission, said: "The Commission cannot help but feel that the no-vote will have an impact... for the prospects for enlargement as we would have envisaged them."

Specialist lawyers say that implicit in the Maastricht treaty is the need for ratification before talks can begin in earnest on admitting new members. A Commission spokesman confirmed that the Maastricht treaty has to be ratified by the 12 member states, so while the Danes dither, the EC machinery seems jammed.

One lawyer in Brussels who used to work for the Commission said the EC had come to the "democratic crunch" and that the Danish electorate had shown there was no clear enough understanding of where the Community was heading after the completion of the single market. He said governments had become out of touch with their electorates on the issue.

"It was only a question of time before the people of Europe asked what exactly is happening," he said. "The problem is that the EC is for specialists and governments — when you give it to the people it becomes something of a lottery."

In recent Swedish and Finnish opinion polls, the public still seemed largely in favour of joining the Community, but all Scandinavian and Central European countries have a hard core of anti-Community sentiment that can be easily aroused.

Carl Bildt, the Swedish prime minister, admitted that the Danish decision would, in the short-term, increase opposition to the EC in his country, but said that it could have the opposite effect in the long term.

Additional reporting from David Barnal in Stockholm



## Bernard Levin

Why do scientists become unscientific when confronted with evidence of the paranormal?

There is a bizarre notion going about that scientists are scientific. Does anybody know where this absurd belief got into circulation? I ask because of the extraordinary business of Dr Nicholas Humphrey.

Dr Humphrey is undoubtedly a scientist. Indeed a justly well-regarded one, and he has recently been appointed a research fellow in parapsychology at Darwin College, Cambridge. As Alice Thomson explained in her recent *Times* interview with him, £100,000 had been left to the college for such an appointment, a gesture that was by no means unanimously welcome there. This looking a gift horse in the mouth (and a £100,000 horse at that) was caused by the hysterical terror that seizes so many otherwise rational people when anyone suggests that there might be things in the universe that cannot be detected by sight, sound, smell, touch or taste, yet have an effect, even a physical effect.

The two men most extravagantly terrified of the possibility that that may be so, are the truly eminent editor of *Nature*, Mr John Maddox, and the hardly less expert Mr Adrian Berry, science correspondent of *The Daily Telegraph*. Mr Maddox keeps heterodoxy at bay by a careful refusal to study anything that might shake his certainty, and Mr Berry, faced with a similar suspicion, goes into a series of frightful seizures culminating in the *arc-en-ciel*, which must be significantly shortening his life expectancy.

I shall come back to this phenomenon, but first I want to pick up Dr Humphrey where I left him. Darwin College (shame on them with such a name!) hesitated to carry out the point beneficiaries' wishes, lest such a seat of learning might become a laughing-stock among those who are quite sure that Hamlet was wrong when he pointed out that there were more things in heaven and earth than were dreamt of in Horatio's philosophy. A neat compromise was arranged: the bequest specified a research fellow in parapsychology, but the post was offered to a man who plainly has nothing but contempt for the very idea of parapsychology, and from Dr Humphrey's comments in the interview it seems that he is determined to outstrip both John Maddox and Adrian Berry in their horror of anything they cannot hear, see, touch, taste or feel.

"An extraordinary amount of people do still believe in the paranormal... But the most important work to be done in this area is to expose the fallacies... Roman Catholicism without the paranormal would be nothing... But then who needs Catholicism? Praying has no paranormal benefits... After 100 years... they have come up with nothing convincing... I want to show not only that these things don't happen, but they are logically impossible."

No wonder Dr Humphrey's interviewer commented demurely, "Not exactly what the people who left the money intended".

Now a scientist who says, "I want to show not only that these things don't happen, but they are logically impossible", must be a very peculiar scientist indeed. Take the simplest and perhaps most familiar paranormal belief, telepathy. There is much evidence that such communication exists, but of course Dr Humphrey is at liberty to insist (well, he would, wouldn't he?) that it is all coincidence, and so it may be. But what kind of a scientist is he to think that he can prove that it *can't* be true? Has he ever read a page of Sir Karl Popper? Or does he think Popper, too, is a piece of pseudo-ecotoplasma, ripe for exposure?

I come back to the extraordinary

terror which seizes otherwise perfectly sensible people when the subject of the paranormal comes up. On this subject, I have asked what history, I trust, will call Levin's Question, and I have asked it again and again and yet again and once more again; nay, not content with that, I have even halloo'd it to the reverberate hills, and I am perfectly willing, if it would help, to stand on one leg for a week and then ask it once more, but as yet, from those who reject in manifest dread any possibility that the paranormal might exist, I have never had a coherent answer.

Here, then, is Levin's Question. It is: If the paranormal does exist, and acts upon us in reality without our knowing how the effect is made, what would be so dreadful about it?

And the dreadfulness is no metaphor. I have repeatedly induced shaking rage in those who deny the paranormal, not by baiting them or jeering at them, but simply by asking Levin's Question and pressing for an answer.

The more I examine the unscientific rejection of the paranormal, the more I wonder why it should be so complete and unquestioned. A few years ago I was a guest at a lunch at which one of the other guests was a scientist whom I admire, not least because of his book about science itself. The talk turned to the work on the paranormal by Dr Brian Inglis, who is this country's leading figure in the field; he has written a dozen books on the subject, and their meticulous scholarship is outstanding. The scientist dismissed Dr Inglis's entire *oeuvre* (though he did so calmly, pleasantly and with no suggestion of charlatanism) as nonsense; but under pressure

from me, he gaily admitted that he had never read any of Dr Inglis's books. We shall see, in due course, how Dr Humphrey gets on in his new post. I would be sorry to think that so much of his time will be given to shrieking at the paranormal that he will have little time to examine the evidence. It is no use reminding him that he is the research fellow in parapsychology at Darwin College, because he made his position plain before he took up the post: no double-crosser he—for him, research in parapsychology seems to mean knocking it down and stamping it into the ground.

Stamp on, stamp on, good doctor, and do not burst into tears if you come across a phenomenon that you cannot explain with the normal tools of science; just ignore it. "We have a duty to accept responsibility for our own actions," he says, "and to have an alternative to superstition." Quite; but what is his stance if not pure superstition? What would you call an apparently ironclad determination not to examine more than one half of the evidence? Yet Dr Humphrey is a rightly respected scientist; whence my opening question—who spread the rumour that scientists were scientific?

When you think how little humankind knows about the way the world goes, from the mystery of why the anopheles mosquito came into being to the mystery of what love is, it is surely an impertinence to behave, as Dr Humphrey does, as though all mysteries, large and small, are either already solved or very shortly will be. Tell me, good doctor, what song the Sirens sang, or what name Achilles assumed when he hid himself among women? After all, we have Sir Thomas Browne's assurance that though these are puzzling questions, they are not beyond all conjecture. But I bet Dr Humphrey doesn't know the answer to either.

'A terror seizes otherwise sensible people when the subject of the paranormal comes up'

Hollywood defections from the Bush camp could help him, writes Peter Stothard

## The stars fall out

George Bush's star has been falling for months. Now, it seems, his stars are falling too. Even before this week's California primary votes were counted, the president had lost Kevin Costner, Tom Selleck and several other more dimly shining lights who helped his 1988 election campaign. He still has Arnold Schwarzenegger on his side and a few more golden oldsters for emergencies. But is that enough, supporters here are asking?

The White House affects a lofty unconcern that its actor friends have proved so fickle. The Bushes have never been big film-star fans. Four years ago at a fund-raising dinner, Frank Sinatra turned his back on Mrs Bush throughout the meal and afterwards told guests: "I wish I were Dean Martin because then I'd be bombed." As the Los Angeles author Ronald Brownstein recounts, Mr Bush was not amused. Earlier in his career the president had been able to eschew the lure of other people's glitter. His roots were

in the era when stars needed politicians more than politicians needed stars. It was John F. Kennedy who propped up Frank Sinatra's ego in the early 1960s, not the other way round.

In those days, if a politician did need an actor or a director's help it was for technical not political reasons. Kennedy's campaign, for example, brought in the *Bonnie and Clyde* director Arthur Penn to help on his first televised debate with Richard Nixon: the results were the famous close-ups of Mr Nixon's sweat and the bags under his eyes.

In 1988, when his prospects looked poor, President Bush did enjoy the support of Mr Costner and friends. But his preference has always been for tapping studio bosses and Los Angeles industrialists for funds.

Meanwhile, Bill Clinton, who

ought to be a natural heir to the bounty of Beverly Hills, has been scrambling around his liberal salons as if he were on a hill-climbing holiday. He is looking for millions of dollars to pay off campaign debts and finance a November campaign that the intervention of Ross Perot could make the most expensive in history.

He had a slow start. Senator Bill Bradley of New Jersey was the early Hollywood choice. Then the Nebraska senator, Bob Kerrey, held the spotlight and Hollywood cheques for a while. Senator Tom Harkin of Iowa attracted the hardest left-wing ideologues. After they withdrew, the Democrat donors came around. The front-runner for the nomination now has support from the city's thickest-skinned fundraiser, Robert Burkett, from the former Fox

chairman, Barry Diller, from bosses at Disney and Tri-Star studios and such luminaries as Sydney Pollack and Neil Simon.

There is no concentrated enthusiasm, however. Hollywood, like the rest of America, is less in awe of its politicians than once it was. Paul Newman and Charlton Heston want to argue nuclear and environmental strategies themselves, not to warm up crowds for other policy-pushers. The success of Ronald Reagan encouraged liberal stars and starlets to attempt like transformations.

Even if stars do not run for office themselves, they know their own power. If a pesticide expert argues before Congress about dangerous apples, no one will care. If Meryl Streep or Jessica Lange or Brooke Shields makes the case, the issue will be on the front pages.

Although activist stars are now taken more seriously, that does not necessarily make them more useful for full-time politicians. In February Mr Schwarzenegger, seen by some as a future vote-winner in his own right, overshadowed President Bush in New Hampshire. Warren Beatty did more harm than good to Gary Hart, appearing so close to him that Mr Beatty's Hollywood values, unacceptable to most Americans, became part of the Hart values too.

One reason that Mr Bush may not regret his Hollywood defections is that he plans to run strongly against Hollywood values in November. Ross Perot, the real winner in the California primary, affects a puritan disdain for the glamour of celluloid. In 1984 the campaigns of Ronald Reagan and Walter Mondale fought for the political rights to Bruce Springsteen's "Born in the USA", believing that in different ways this was a positive theme song for their candidate. This year no entertainer is worth fighting over.

## The retreat from Maastricht

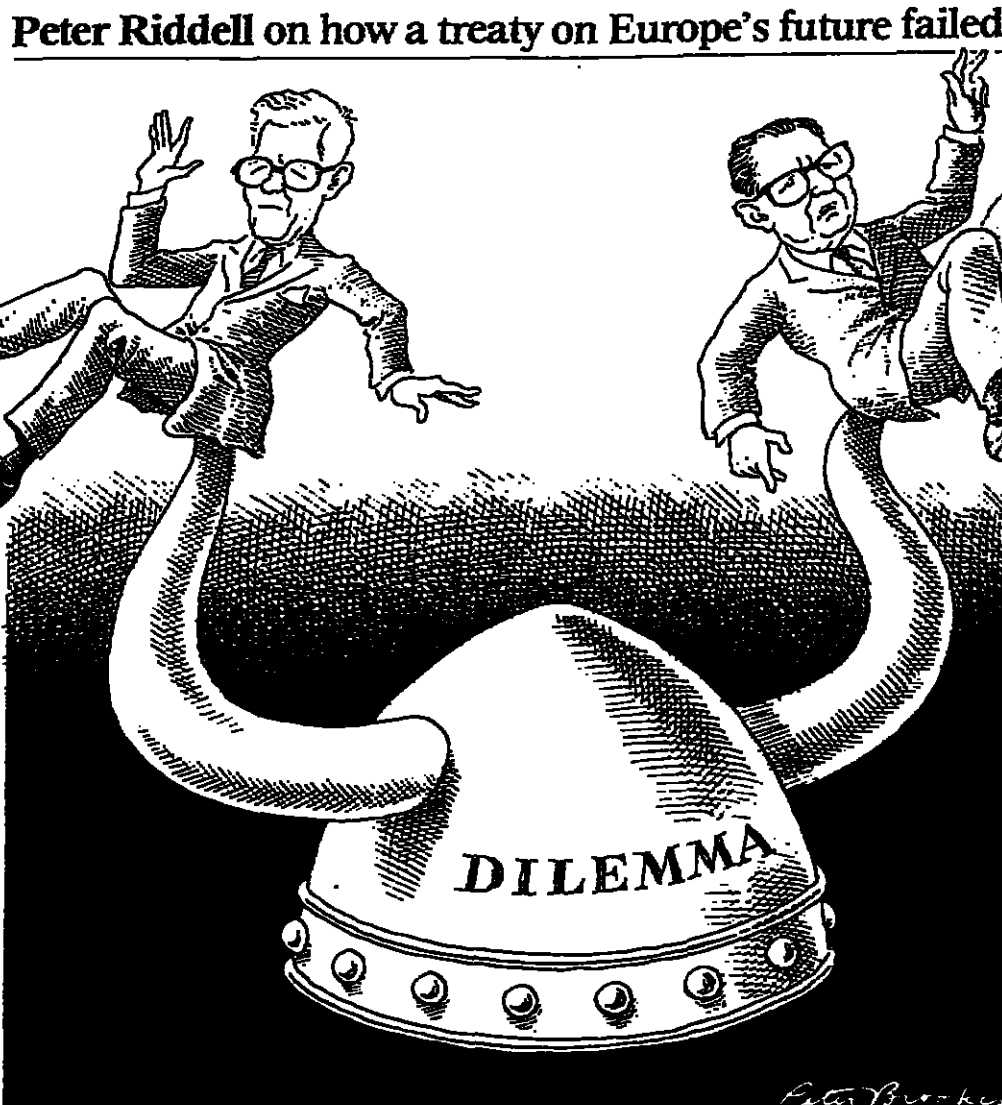
Peter Riddell on how a treaty on Europe's future failed

The fewer than 50,000 votes that narrowly tilted the Danish referendum against the Maastricht treaty were not an aberration. They reflected a broader unease about the Community that has surfaced in Germany, France, Britain and Ireland. But as so often in such votes, the protesters have already achieved many of their aims. The direction of the EC has started to shift against further centralisation.

No wonder, then, that the usually calm Douglas Hurd sounded frustrated yesterday. Even before the Danish vote he had talked about the difficulty of achieving the British plans for its EC presidency starting next month: how to reconcile enlargement with the demands of Mediterranean countries for extra spending and how to complete the single market and defuse the row over national border controls.

Mr Hurd, a sceptical Tory by instinct as well as upbringing, believes that few issues are either insoluble or entirely soluble. Most matters, especially to do with money, eventually sort themselves out. But now all calculations have been upset. The next few weeks and months will be preoccupied with Denmark: opposition in national parliaments to Maastricht will be encouraged; and decisions on enlargement negotiations put off. It is, as Mr Hurd said yesterday, all a "distraction".

The Danish vote was also, paradoxically, unnecessary. The tide has already begun to turn. The high-water mark was not the Maastricht summit last December but a few weeks earlier when negotiators rejected a Dutch draft treaty that would have resulted in centralisation in Brussels of decisions on foreign and defence policy and on law and order. Partly because no one at Westminster was ever very keen on Maastricht, the subsequent change has been not widely appreciated. When Jacques Delors and Margaret Thatcher



bang their drums, it is hard to hear anything else.

For more than 30 years political leaders across Europe have believed that the EC should, and would, move steadily towards closer integration based on the post-war rapprochement between France and West Germany. That would produce peace and prosperity in a world defined, seemingly for ever, by the Cold War.

The champions of that orthodoxy in Britain were the Foreign Office and the internationalist establishment of Chatham House. The City and big companies. Their high point was entry into the Community dur-

ing the Heath administration. Their low points have been the renegotiations of Britain's financial contributions. Mrs Thatcher's frequently brutal bargaining to regain "our money" did belatedly win some respect in the Foreign Office, if little affection. The attachment of senior diplomats to Britain's membership of the EC was such that some said they would have considered resigning if a Labour government had won power in 1983 and tried to implement its pledge to withdraw.

The orthodoxy began to change during the late 1980s. There was no lessening in support for the EC or closer

union in some areas; for instance, the long and ultimately successful campaign by the Foreign Office, the Treasury and the Bank of England to persuade Mrs Thatcher in October 1990 to agree to sterling's membership of the exchange-rate mechanism. What changed was the extent of the Commission's ambitions, notably its desire to have a greater role in foreign, defence and justice policy. That touched nerves in London. As other departments had more contact with Brussels, they became more resentful of EC social directives.

The end of the Cold War and the creation of a united Ger-

many have undermined the original case for the Community and for ever-closer union. The EC free market has remained a prosperous magnet to those outside. But some members have been reluctant to pay more to finance the poorer southern nations. The ineffectiveness of the EC in trying to check the civil war in Yugoslavia has also undermined the limits of a common foreign policy.

With a community of 16 or 17 in prospect by 1995-96 and of more than 20 by the end

of the century, proposals for further centralisation have looked implausible. There may be further integration in some areas. But there is no longer likely to be a single blueprint for all, rather a series of options. That diversity is recognised in the Maastricht treaty. While a firm timetable was laid down for economic and monetary union by the late 1990s, no one expects all EC countries to join a single currency. The treaty also broke with the previous centralising trend in specifying that foreign, defence and justice matters should continue to be determined by governments working in co-operation.

This debate is far from being decided despite the second thoughts and doubts that have emerged in the six months since the Maastricht summit. Several countries favour greater powers and funds for the EC, not least to ensure that the poorer Mediterranean nations do not fall behind through monetary union. France is still pressing for closer European security union. The Danish vote reflects the past rather than present threat of centralisation. After much argument, the Maastricht treaty will no doubt be implemented and will, in time, be seen as the start of a new, more diverse EC.

M Delors increasingly looks a general out of step with his army. He is no longer winning all his battles. His chances of reappointment for a third term look less than they did before the Danish vote.



...and moreover  
**CRAIG BROWN**

I am delighted to continue our series of green awareness columns with this exclusive diary from the build-up to the Earth summit in Rio. It is penned by Britain's representative, Sir Shirley Peverill, under-minister at the Department of the Environment with direct responsibility for expressing very real concern on all green issues.

Day one: I attend the Tropical Rainforests Conference in order to express the British government's very real concern. "They're levelling tropical rainforests at the rate of many hundreds of square miles a day," explains one speaker. "Very encouraging," I say. "Hard work, yes, but well worth it in the long run if we're going to get some decent open space available for building, transport, and so on."

"And in the process," continues the speaker, "they are destroying many rare snakes, lizards and insects."

"Hats off to them for that," I say. "The fewer creepy-crawlies the better. We in Britain had that problem once, with all sorts of things lurking in our hedge-rows, but thankfully that's all in the past. Have you tried a strong insecticide? That might do the trick just as well, you know, and available in aerosols, too."

I am delighted to find such a strong measure of support on so many issues so early in the build-up to the summit. The final speaker tells us that the trade in tropical hardwood furniture is rising. I buttonhole

him afterwards to ask if he has any brochures, order forms, glossy bums, etc, as I could envisage a healthy market for that sort of stuff back home.

"In asking for this, you help destroy the rainforests," he yells excitedly.

"Delighted to be of assistance," I purr.

Alas, he leaves the room before letting me have any promotional material. Poor business minds, these South Americans.

Day Two: To a conference on the ozone layer. It gets very hot, but help is at hand with my aerosol cool-spray. I give myself a few lavish soakings, only to find that everyone in the hall is approaching me, arms akimbo. I imagine they're all after a good squirt. "You do much harm with that aerosol spray," says their leader in a state of some agitation. Happily, I manage to calm him down. "Not at all," I say, pointing to the label. "You see, it says here 'Tested on animals' which means no harm can come to us mere humans. Very considerate of you, all the same."

After the excitement has died down, I listen with great attention to a speaker—I gather his name is Harmful Ray—who talks with great animation about how the Earth is heating up. At last, some good news for the folks back home!

I note an important point to make in my report. With so much kerfuffle about the ozone layer, shouldn't we locate it and somehow persuade it not to lay any more ozone for the time

being? It would be marvellous if Britain were to take this bold initiative, boosting our standing among the international environmental lobby.

Day Three: We spend the day in a round-table discussion about raising green awareness. I inform them of the very real concern of the British government, adding, with no little pride, that we as a nation have already taken some extremely bold initiatives. These include a series of three ten-minute Home Service talks by the excellent Maureen Lipman titled "Recycling can be fun" and a Prince of Wales award scheme for young people who come up with bright ideas for saving energy, with prizes ranging from a wet on Ben Nevis studying cloud formations to a discussion weekend with Sir Laurens van der Post.

Referring to my documents, I inform them that, on the youth front, the famous pop star "Nip", a member of the police force, is a keen enthusiast for clearing away all those dreadful rainforests. Yes, we have much to be proud of.

Day Four: The summit gets under way. I pick up the prime minister from the airport. One hundred heads of state have flown in, each in an aeroplane of his own, and with the full panoply of limousines, each with an interior finished in the very finest leather and hardwood—a grand sight indeed, and one which signals to the world that this time we really do mean business.

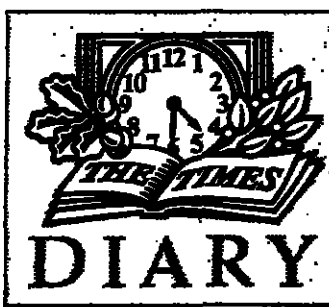
## Wonderful Copenhagen

NOT since the Viking longships sailed up the Seine to pillage Paris more than a thousand years ago has Denmark sent such shockwaves through Europe. Corn the Old and Harald Bluetooth could have had no more devastating effect on their southern neighbours.

An "unimportant and dull little country", Arnold Bennett called it—a passé attitude in London yesterday as the Danish community found itself in the unaccustomed position of being fêted by Britain's grateful anti-federalists. The switchboard of the Danish embassy in Sloane Street was jammed with calls from Euro-sceptics expressing their gratitude. In the pubs and on the Tube the strains of a suitably adapted version of the old *South Pacific* standard, "There is nothing like a Dane" could be heard.

For ambassador Rudolf Thorning-Petersen and his staff it made a pleasant change. The nation has suffered centuries of bad press from English pens. Mary Wollstonecraft found the Danes "averse to innovation... the people who have made the fewest sacrifices to the graces". Ben Jonson was even more succinct. "The Danes that drench their cars in wine," he wrote.

"We have had masses of telephone calls from people here in Britain," said a Danish embassy spokesman. "Most have expressed quiet satisfaction. But no, Mrs Thatcher has not been on the telephone. Yet." Quite what historical objection the Danes of all people can have to both a common foreign policy and monetary union would have been unclear to Ethelred the Unready as he attempted to buy off Sweyn Forkbeard with the Danegeld. But



no matter. At the normally sedate Danish Club in Knightsbridge, home to 1,200 businessmen and women, they were enjoying the spotlight. Little else was discussed over lunch as staff served an above average number of bottles of bubbly. Hella Savage, the Danish-born club secretary, says: "We were very pleased by the result. We wanted Denmark to stir it up."

Nowhere was the health of the Danes being drunk more heartily than at the offices of *The Spectator*, which has been writing anti-Maastricht leaders almost weekly since last December. Yet could this be the same magazine that once described Denmark as "a region which is the very reverse of paradise... quite destitute of rural charms"? Simon Heffer, the deputy editor, who admitted to not being able to take the grin off his face, said: "That was in 1712 and the magazine of Addison and Steele was not the same publication at all. We only accept responsibility back to 1828. Mind you I don't know where we stood when Denmark lost Schleswig-Holstein to the Germans in 1864."

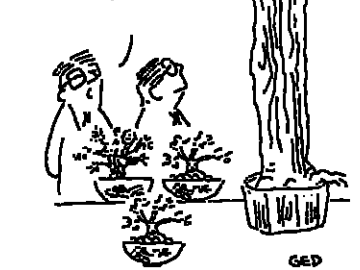
### Kew goes East

THEY ARE branching out at Kew. While some senior staff from the Royal Botanical Gardens are

in Rio for the Earth summit, another group of Kew scientists, led by the magnificently named Dr Brinsley Burbridge, is off to Japan to construct a 500 square-metre English garden in a department store.

They will leave the Japanese a lingering memory of their visit, a new natural perfume bearing the Kew name. "We are planning the campaign with military precision," says Derek Lewis from Kew. "We have even packed off a

The English haven't quite got the hang of it.



large bust of Charles Darwin. The plants in the English garden, however, will not be English; they have all been home-grown in Japan. But that is perhaps fit for tat. At the opening of the Japanese garden in Kensington last year, the rocks came from Scotland and the plants from Devon. The only genuinely Japanese item was the whisky, provided by Suntory.

Death held few fears for Robert Morley, whose urbane wit will be sorely missed. The actor, who died yesterday, gave instructions that his credit cards were to be buried with him. "I don't see why the church should be so self-satisfied and certain we take nothing into the next world," he said. He fin-

ished his book, *The Pleasures of Age*, with a tribute to the staying power of his own vital organs. "Should one of them pack up in future it would be churlish to chide or cease to be grateful."

### Latest Trump

WHEN Harrods asked George Bernard Shaw to appear in an advertisement the reply was curt. "For such an author to accept payment from a commercial enterprise for using his influence to induce the public to buy its wares would be a sin against the Holy Ghost." These days the line between commerce, sin and art has become a trifle blurred, as the aspiring novelist Ivana Trump will tell you. Her presence on Tuesday evening at the opening of the new Waterstone's bookstore in Harrods ensured a huge turnout.

"Ze Harrods is a very vunnervul store," she gushed, pausing only to ensure every photographer got a good shot of her cutting the ribbon. Yesterday she forewent the pleasures of the Derby to sign yet more copies of her new novel (soon the unsigned edition will be the collector's item) — but threatened that ladies day at Royal Ascot could be graced with her presence. "But I must not get too exhausted." No danger of that. Her visit to the store to declare the bookshop open lasted just 20 minutes.

No laughing in the lifts, please. Max Hastings, the *Daily Telegraph* editor, has issued a strict edict to his staff to stop cracking Olympia & York jokes as they travel to and from their offices half way up the Canary Wharf tower. Example: "What is the tallest bottomless pit in the world?" Not very funny, really, and apparently it upsets the other tenants.





WHAT NEXT?

A thousand years ago the Danes launched longboats and Berserks at the tottering remains of Charlemagne's Europe with devastating effect. This week they did so again. The one European country to have enjoyed a well-informed public debate on Maastricht — the Danish government distributed 300,000 copies of the treaty before Tuesday's vote — have balked at what they rightly see as further European centralisation.

The Danish government is bound by this referendum. The Irish are likely to follow suit in their referendum on June 18. So too may the nervous French. Maastricht in its present form is dead. No amount of fussing round the corpse by John Major or the Portuguese prime minister can alter the fact that the Treaty of Rome cannot be changed unless every member of the European Community agrees to do so.

Such has been the remorseless tramp towards greater EC centralism that the news is sensational. But the Danish vote is not the disaster for European co-operation or even for the EC that it might appear. It is merely a reminder that any treaty intended to order the lives of European nations must have the common and wholehearted assent of those nations if a backlash is not to discredit the enterprise. "Post-Maastricht tension" has become a cliché of European politics, reflecting doubts about both economic and political union. These have surfaced not only in Britain and Denmark, Ireland and Italy but in such formerly *communitaire* countries as France and Germany.

Britain emerged from Maastricht secure in its opt-out from the social chapter and its freedom to decide whether or not to join the EC's monetary union. Only thus did John Major feel able to assure the Commons last month that Maastricht's other provisions had "begun to reverse the centralising trend". He and his colleagues had little real affection for Maastricht — there were few tears visible in ministerial eyes yesterday — but he had striven to mitigate its worst features and reached an acceptable package. He has thrice secured the support of his party in the Commons and can reject pleas for referendums with good reason.

Those without these guarantees have been less sure. For the Danes, even liberty to opt out of monetary union in a further referendum was not enough to overcome a visceral distaste for ceding further powers to a distant bureaucracy they see as undemocratic, or to lessen their dislike of the word "union", which their leaders carefully avoided in defending the Maastricht deal. Likewise in Ireland, foreigners may ridicule the June referendum's obsession with abortion. But the Maastricht process challenges such sovereignties and governments cannot disregard this.

The French president has also seen the magnitude of what happened on Tuesday. Mitterrand's abrupt decision to hold a national referendum on Europe is meant to outflank vocal but divided opposition to Maastricht in his own country, opposition which will receive fresh impetus from the Danish vote. He acknowledges that those who rush their electorate into constitutional change may pay a heavy price at the polls. The French choose a new government next year. Many are tired of importing recession and unemployment from Germany and are increasingly sceptical of the benefits of European union. It is too early yet to say whether Maastricht represented a turning too far on the road to federalism, whether from now on nations will be turning back to their home concerns. But the Danes have dropped a heavy hint.

What now? Fortunately assembled in Oslo for a Nato meeting, EC foreign ministers will today start the autopsy. They have two choices, to implement Maastricht outside the Treaty of Rome or to start fresh negotiations on a "son of Maastricht". The former would mean an intergovernmental agreement be-

VILLAGE VALUES

The Prince of Wales is back on form. Launching a report on urban villages yesterday, he attacked modern planning and modern buildings (again) for creating the social problems of inner cities, and called for a return to a civilised way of life where homes, jobs and the pleasures of life are mixed together in an urban stew.

An urban village seems a contradiction. Highgate and Greenwich may call themselves villages, but their views over rolling rooftops are not rural, and their attitudes and styles of living are metropolitan. Londoners may think that they are moving to the country when they shift to commuterland, but they are only transferring one commuting experience to another location. The prince is calling for communities based on integrated living, working and playing, a human scale and a sense of belonging. These can be found quite as easily in the city as in the village.

Much rubbish is written, almost all of it by people who live in cities, about the pleasures of country life. The progress of civilised human habitation has been steadily away from the country, from cave to village to town to city. From its history, "civilisation" means the advanced standards of living that are invented by people who come together to live in cities, as in its roots politics means the way of organising a community that lives in a town. Rousseau, who spent most of his life in Paris and Geneva, concocted the thesis that the city is evil and the sticks uniquely virtuous. Romantics ever since have followed suit, in theory but seldom in practice.

Postwar planning, in its hurry to put roofs over heads quickly and cheaply, made terrible mistakes with tower blocks and the gigantism of zonal planning. Worse was built from Bratislava to Bucharest, and is still being built in the megalopolises of the Third

tween 11 of the 12, drawing on the "opting out and up" mechanism introduced to meet Britain's refusal to sign the social chapter treaty revisions.

This option has drawbacks. The social chapter may still hit legal obstacles. While co-operation in this field could not be covered by the Treaty of Rome, the 11 agreed to use "the institutions, procedures and mechanisms" of the EC to extend its remit into social policy, including the Commission bureaucracy and the European Court of Justice. Yet the Court exists only to enforce the Treaty of Rome. Its power to enforce regulations agreed outside its ambit are open to severe doubt.

Were the entire Maastricht treaty to be placed in this legal no man's land, the overlap in subject matter and decision-making between its provisions and the EC's proper legal functions would be so huge as to invite chaos. Such a separate and binding treaty would be an *à la carte* Europe with a vengeance. It would not be Denmark but its partners which would technically have become semi-detached from the Treaty of Rome. All that can be said for this option is that it follows the logic of Britain's opt-out. The train, after a violent wobble, would remain on the rails — unless Ireland and France follow Denmark's lead.

The second option of renegotiation is preferable. It would require the parajudges of European diplomacy to listen to their publics rather than their elites. The sails would have to be trimmed to the changing wind. This would mean a reduction in the speed and intensity of EC integration but would presumably enable Denmark and other sceptics to rejoin the process. Not surprisingly, the authors of Maastricht are appalled at this prospect and sought to rubbish it yesterday. But a simple majority of the EC is sufficient to start such a ball rolling again. That may well happen at the Lisbon summit later this month, with Britain presiding over the negotiations in the second half of the year.

The Danish vote is a clear rebuke to Jacques Delors's ambitions for further power to his Commission. It should end plans for more institutional reform at Lisbon, which would have included Commission proposals to make all EC states adhere to a collective foreign policy and join the Western European Union. The latter Denmark has always refused to do, anxious to preserve the EC as a civilian community. But M Delors will have supporters in pointing out that some constitutional changes are necessary if more — and more neutral — members are to join the EC. Maastricht also enshrined a measure of subsidiarity. It merits renegotiation, not abandonment. Now is the chance.

Mr Major's plans to make EC enlargement the main plank of his presidency are undermined but not catastrophically so. He is suddenly presented with a real opportunity to refashion European co-operation, rather than go on fighting an isolated British corner post-Maastricht. His best course will be to conduct the renegotiation without bringing it too swiftly to a head. In particular, he can point out that all this is and always was a distraction from the most urgent unfinished business of the Treaty of Rome, that litany of failure that both the Commission and the Council of Ministers so hate hearing.

That business is Mr Major's business. It includes the Gatt trade negotiations; the adjustment of the new common agricultural policy to answer the claim of the EC auditors that its pay-outs are inherently unpolicable; the rejection of M Delors's demand for more taxes, unjustified unless a new treaty gives him wider functions. Nor should Mr Major lose sight of the event that should crown the British presidency, the final opening of the single EC market on December 31. That is the one part of the EC agenda which has the full commitment of all its members. This is a vast agenda. The Danes have reasonably challenged the EC to complete it before a new one is agreed.

'Eurorealism' on Danish vote

From Sir Roy Denman

Sir, The result of the Danish referendum on the Maastricht treaty proposals (report, June 3) should be welcomed not on grounds of Euroscepticism but of Eurorealism.

For it shows that the treaty was an attempt to paper over the cracks between Britain and Denmark, countries which have consistently seen Europe as nothing more than a commercial arrangement, and the other member states, most of which, despite some internal dissensions, would be prepared to accept the aim of a federal Europe, proclaimed at the start of the adventure by Robert Schuman on May 9, 1950.

The result was a treaty with the readability of a railway timetable and the clarity of a London fog, from which Britain excluded itself from the outset in two major areas, and which the Danish people have now rejected.

The sensible course now would be to stop trying to reconcile the irreconcilable and jettison the Maastricht treaty. A conference should be called of those member states which are prepared to accept the aim of a federal union — probably the six founding members plus possibly at least Spain. They could then draft a blueprint for the further development of Europe considerably more coherent than the Maastricht one.

It will be argued that this would be splitting Europe. But Europe is already split. No one has any right to sunder federalism down the throats of countries which do not want it. But equally they have no right to prevent others moving ahead, if they cannot get their partners to follow, just as the Six did with the Treaty of Rome in 1957.

And after all, this would lighten appreciably the burden for Britain of its EC presidency in the second half of this year.

Yours faithfully,  
ROY DENMAN,  
26 St Luke's Street, SW3,  
June 3.

From Mr N. L. Cragoe

Sir, Congratulations to the Danes for having the courage, even by so slender a margin, to articulate the great unease about Maastricht felt across Europe in most walks of life. One suspects also that among those who voted in favour there were many who did so feeling it was the "politically correct" thing to do rather than out of conviction.

Surely it cannot be stated too often that at best it is illogical and at worst likely to prove disastrous to proceed down the path seemingly preferred by Brussels against all the evidence coming from central and Eastern Europe and similar evidence throughout the history of similar agglomerations.

Desirable and perhaps necessary harmonisations are one thing, coercion of them or into them is quite another. Such coercion — and again history is the guide — requires us to go on a straitjacket, no better or more comfortable a garment for bearing the Brussels designer-tag of "subsidiarity".

Yours sincerely,  
N. L. CRAGOE  
(Group Chief Executive),  
ER Group International Search,  
15-17 King Street,  
St James's SW1,  
June 3.

From Mr John Peck

Sir, A newsreader on French radio this morning: "Un petit pays qui s'appelle le Danemark a dit 'non'".

It seems to me that by this act Denmark has become a very large country and that certain others, hitherto considering themselves big, are beginning to look very small.

Yours faithfully,  
JOHN PEEK,  
Les Broches,  
07140 Chambonas, France,  
June 3.

From Mr Jack Griffiths

Sir, First on my shopping list today is Danish bacon, Danish butter and, by way of celebration, some of those tempting Danish pastries.

Yours sincerely,  
JACK GRIFFITHS,  
5 Jersey Road, Ferring-by-Sea,  
Worthing, West Sussex.

Business letters, page 23

Aiding suicide

From Dr Colin Brewer and others

Sir, In 1981 the Voluntary Euthanasia Society (Exi) published a 32-page *Guide to Self-Deliverance* describing effective and painless methods of suicide. It was sold only to Exi members of at least three months' standing and it stressed the importance of obtaining adequate advice about diagnosis and treatment before contemplating such an irrevocable step.

The guide was intended as a temporary remedy, pending an overdue change in the law (or in law enforcement policies) to permit doctors to assist the death of patients who feel that continued existence would be intolerable. It had a preface by Arthur Koestler and a postscript by Dr Eliot Slater.

As part-owners of the main text, we were pleased to see it favourably reviewed by the *Lancet*, and in April 1983, in the High Court, Mr Justice Woolf said that if such a guide was to be published, it was difficult to

Groups lobby for Britain to sign Rio wildlife convention

From the Director of the World Conservation Monitoring Centre and others

Sir, The government must consolidate its leadership in the environment and development sector amongst the developed countries by signing the Convention on Biological Diversity at the Earth summit. Not to do so will marginalise the influence of the UK in the further refinement and implementation of the treaty.

The convention inevitably represents a compromise. It is not however a paper tiger, for its articles do include a number of key conservation prescriptions — action plans for conserving threatened species and habitats, establishment of national parks, restoration of degraded ecosystems, preservation of the knowledge and lifestyles of indigenous peoples, and so on. Certainly it is not perfect, but it does provide a solid framework on which to build. It is essential that the UK plays a lead role in shaping its evolution.

The government's understandable hesitation arises from its possible open-ended financial liability. Clearly article 21 on the financial mechanism requires further elaboration, but the UK can contribute best to this process as a signatory rather than an outside observer. At this stage signing the convention imposes no obligations for implementation, which are incurred only with ratification: it does however enable the UK to participate actively in the further iteration of the treaty.

The convention is likely to become the most effective instrument for promoting global conservation in the coming decades. For the UK to surrender its participation would be to abrogate its responsibilities in the international environmental arena.

Yours sincerely,  
ROBIN PELLEW, Director,  
World Conservation Monitoring Centre,  
JULIE HILL (Green Alliance),  
FIONA REYNOLDS (Council for the Protection of Rural England),  
BARBARA YOUNG (Royal Society for the Protection of Birds),  
219 Huntingdon Road, Cambridge,  
June 2.

From Dr Simon Lyster

Sir, I was dismayed by the interpretation in your leader this morning, "Biodegradable treaty", of the disputed biological diversity convention.

You argue that "developed countries could be obliged to contribute

Taxing caravans

From Mr Alan M. Turner

Sir, P. B. Hennessey (letter, May 19) suggests taxing caravans at twice the rate applied to cars on the ground that they are "certainly twice as dangerous".

Dangerous driving is the primary cause of mayhem on our roads; the insurance industry rarely misses a trick and if caravans were so dangerous I would expect them to attract the same premium penalties as convicted drunk drivers (third party cover for caravans is automatic with all car insurance, indicating that insurers rarely find caravans to be the cause of accidents).

The argument for a more equitable road tax structure is quite frequently linked to a call for scrapping the road fund licence altogether and replacing it with a surcharge on petrol.

Sweet nothings

From the Secretary of the British Heart Foundation

Sir, Your correspondents (letters, May 12, 19) with embarrassingly small dividends from shareholdings might be interested in the solution recommended by Laura Ashley last year.

This company, anxious to maintain its dividend record, declared a payment of only 0.1p per share. Recognising that this would mean minuscule sums for many shareholders, Laura Ashley invited them to endorse their cheques and send them to the British Heart Foundation. The result of this thoughtful gesture was that 1,812 individual shareholders donated a total of £2,215.83 towards the prevention of heart disease.

Yours faithfully,  
MICHAEL LIVINGSTONE,  
Secretary,  
British Heart Foundation,  
14 Fitzhardinge Street, W1.

Sports letters, page 28

Beaten tracks

From Mrs N. Rudden

Sir, Street names may be inviting, intriguing, or intimidating (letters, May 7, 14, 20, 25). When setting out from St Buryan, Cornwall, on the road towards Treen, I chose not to take the left hand turn labelled "Melancholy Lane, No Through Road". It seemed a salutary warning against coming to a dead end.

Yours faithfully,  
NANCY RUDDEN,  
Grassgarth, Hernes Road, Oxford,  
May 27.

From Mr Roger Hillman

Sir, Part of the East Grinstead to Tunbridge Wells railway line, pruned by the Beeching cuts, was recycled as the East Grinstead Inner Relief Road. It became known unofficially, and later officially, as Beeching Way.

Incidentally, the name Spaghetti Junction (letter, May 25) was certainly imported. I encountered what was generally known as "Spaghetti Junction" on the Boulevard Decary in Montreal in 1970, two years before Birmingham's opened.

Yours faithfully,  
ROGER HILLMAN,  
2 The Old Convent, Moat Road,  
East Grinstead, West Sussex,  
May 28.

From Mr Brian G. D. Salt

Sir, In the 1930s, some official without a sense of humour or of history renamed a narrow street in the Adelphi, London. It had previously been called Of Alley, but then became York Place.

The Adelphi was built by two brothers, and Adelphi is the Greek for brothers. Four streets in the area were named John street, Duke street, Of alley and Villiers street, thus commemorating one of the brothers, John Duke of Villiers.

Yours faithfully,  
BRIAN G. D. SALT,  
Sunny Nook, Main Avenue,  
Port Erin, Isle of Man,  
May 27.

Air fare

From Mr W. A. Smeaton

Sir, In today's *Saturday Review*, I read that Keats considered the air on Twyford Down to be "worth 6d a pint." According to the *National Trust Magazine* for summer 1992, Tennyson claimed that the air on the Isle of Wight was also worth "sixpence a pint."

Was this the standard value of fresh air to 19th-century poets? Perhaps there are other examples, such as the value of Lakeland air to Wordsworth or the air of Xanadu to Coleridge.

Yours faithfully,  
W. A. SMEATON,  
3 Banff House,  
Glenmore Road, NW3,  
May 30.

marginal and oblique references, rather than according the subject the major importance which is evident in the field. The media have presented striking contrasts of tropical progress and disaster in debates on the need to balance a century of success in death control by an enhanced availability of birth control.

For those whose work takes them into the rural areas of the Third World the generalisations by economists about global progress to defeat Malthusian predictions are obscuring the issues. The world is indeed making progress; some four fifths of humanity, the majority living in developing countries, are indeed adequately fed.

It is the remaining hungry billion, most of them subsistence farmers surviving precariously on ever-decreasing plots, or driven by crop failure into the urban slums, who should concern our representatives at Rio. These are the people for whom large families, in past days of ample land, provided help in the field and support in old age.

Neither of these benefits apply to a family holding of half an acre of marginal land for which further subdivision is impractical. The larger the family the deeper is the poverty trap.

Examples of economic progress, as in Mauritius or in Thailand, have been associated with vigorous and successful campaigns to make resources for family planning available to all. The Rio conference presents the donor community with opportunities to prevent destruction of further marginal areas of the global environment.

The practical steps needed are agreements to give more genuine aid-priority to development in rural areas and to support health services in which family planning resources are made available to satisfy the present unmet demand of some 500 million families.

Yours faithfully,  
CHARLES PEREIRA,  
Pearrees, Nestor Court,  
Teston,  
Maidstone, Kent,  
June 2.

From Mr C. Wilkinson

Sir, Twelve thousand delegates to the Earth summit? How many litres of fossil fuels to get them there?

Yours,  
CHRIS WILKINSON,  
24 Wynnstay Close,  
Cardiff,  
June 2.







## OBITUARIES

## ROBERT MORLEY



Robert Morley, CBE, stage and film actor, playwright and author, veteran of television advertisements and one of the last of a breed of "gentleman players", died in hospital in Berkshire yesterday aged 84. He was born at Selsey, Wilt., on May 26, 1908.

"Few qualities are more likeable than the ability to give the impression that one is enjoying oneself hugely: few leading actors have integrated his quality more infectiously into their style than Robert Morley. His triumph was to make self-indulgence look like a discipline: the area in which he was really disciplined was in choosing his parts. Actors like Charles Laughton and Lee J. Cobb found it impossible to say no to the chance of playing roles like King Lear. Morley was content to remain one of the heavyweight champions of light comedy. On stage the personality he exuded was much the same as that recognised by those who knew him. Morley made no attempt to be one of the great masters of disguise. What he projected, over the footlights, to the cinema audience and to those who watched him on television, was very much an extension of his off-stage self.

From the first of his several characterisations of Oscar Wilde (at the Gate in 1936) he was not out of the limelight for long. Most of his roles seemed to have been selected — most of his plays, collaborations and adaptations were written — to provide him with a series of comic opportunities to range between ghastly outrage, endearing eccentricity and amiable bluster. He did change gear very amusingly between pathos and farcicality, submissiveness and gentleness, and could erect the trivial into the monumental. It was in 1954 that he appeared in *Hippo Dancing*, which he adapted very freely from André Gide's Paris comedy — and he made something quite unforgettable out of Hippo's fury at car-drivers who reversed in his drive.

Robert Morley was the son of a major Robert Morley and his wife Edna Fass, the daughter of a South African businessman. He was a happy at school, attending numerous private establishments in England, Germany, France and Italy before going to Wellington College. This was not an experience which improved his equanimity. In his life he remarked of Wellington's muscular environment: "I believe myself to be a playmate of the ball, with the exception of the fact that he was the greatest single actor of mankind."

His father's intention was that he should have a diplomatic career, but went to RADA and after a period in vacuum cleaners door-to-door an experience he always med was the best possible training for an actor, he made his first professional appearance on the stage at Margate, two days after his 18th birthday, in *Dr. Syn*. His debut was as a pirate in *Swire Island* at the Strand in 19, and he then worked as assistant manager on a tour of *And To Bed*. Norman Marshall employed him for a season at the Royal Theatre, Cambridge, in 1913, and called him "an unpromising actor as I have ever seen", "vertheless he cast Morley in the role of *Oscar Wilde*, and he made a success in the part that he played it on Broadway in 1938. Meanwhile he had written a play, *Or Story*, in which Marie Temst had appeared in 1935, and he played Louis XVI in the film *Marie Antoinette*. Before being produced in

London, his second play, *Goodness, How Sad!*, was tried out at Perranporth, Cornwall, in a theatre he founded with Peter Bull. He scored an enormous success as Sheridan Whiteside in the American comedy *The Man Who Came To Dinner*, which opened at the Savoy in December 1941 and ran for 709 performances. The ensuing provincial tour took him into 1943, and in 1944 he toured in his own play *Staff Dance*.

In 1945 he had another big success as the Prince Regent in Norman Ginsbury's play *The First Gentleman*, which ran in the West End for over a year, and he collaborated with Noel Langley on *Edward My Son*, which provided him with another very long run. He opened in the play at His Majesty's in May 1947 and, after it had run for 787 performances, he played the part on Broadway in September 1949, afterwards touring Australia and New Zealand in it.

Returning to England in 1950 he opened in a play which was to run for ever longer — André Roussin's *The Little Hut*, directed by Peter Brook. Despite Brook's predictable clash of temperament with Morley, the production notched up 1,261 performances. The second of the three Roussin plays he did, *Hippo Dancing*, was the first that he adapted himself. It was produced at the same theatre as *The Little Hut*, the Lyric, and ran for 443 performances, thanks to Morley's perfor-

mance. The third Roussin, *Hook, Line and Sinker*, also adapted by Morley himself, followed in 1958 at the Piccadilly. For this Joan Plowright was wooed away from the Royal Court by dint of persistent persuasion, flowers, boxes of chocolates and promises of rehearsals in the South of France. Morley had to make one entrance, sopping wet, having been pushed into a river. Seeing him, she had to swoon, dropping the tray she was carrying, and he picked everything up. But at one matinee, as soon as she dropped the tray, he swooned on the sofa, saying "You pick them up this afternoon. I'm too tired."

By then he was involved in management. In 1956 he had co-presented (with H. M. Tennent) *A Likely Tale* at the Globe and played a leading part. Then, as a member of the Robin Fox partnership, he was jointly responsible for presenting a number of comedies, including *Hook, Line and Sinker* and *Six Months Grace*, which he wrote in collaboration with Dundas Hamilton. He directed *The Tunnel of Love* in 1957 and *Once More, With Feeling* in 1969.

In 1967 he starred in Gielgud's production of *Ustinov's Half Way Up the Trees* and rewrote so many of his own lines that Gielgud was apprehensive about Ustinov's reaction. Fortunately he was directing the New York production which was in rehearsal simultaneously and on returning to London made no

objection to the rescripting. Alan Ayckbourn's 1970 play *How the Other Half Loves* was also changed by Morley's steamroller personality. At Scarborough, in the original production, the characters had all been of roughly equal importance. Morley afterwards told Ayckbourn: "I've left a trail of richer but sadder authors behind me."

Occasionally he was said to think he ought to have been a better actor, or, at least, a more serious one: certain performances (as Oscar Wilde; as Louis XVI; as Holt in his own play *Edward My Son*) suggested to some critics that one day here could be a Falstaff, perhaps even a Lear. But when the offer did come from Peter Hall to play Falstaff at Stratford he avoided it, not perhaps out of fear or laziness, but because of the conviction that he wouldn't enjoy it and that therefore nor would the audience.

He continued acting into his eighties: "not many easier ways of making a living than acting", he would say. It was characteristic of the many humorously self-deprecating statements he made about both himself and the acting profession. Among other examples were: "Anyone who works is a fool. I don't work. I merely inflict myself on the public"; and: "It is a great help for a man to be in love with himself. For an actor it is absolutely essential." Of the world and human affairs in general he declared: "You can get along if you really believe there are

two things necessary for salvation: money and a lively acceptance of the likelihood of the improbable happening."

He appeared in scores of films, often offering good, well acted cameo parts that were not allowed to dominate the script. Among these were roles in *Shaw's Major Barbara* (1940), *The African Queen* (1951), John Huston's *Beat the Devil* (1953), *Around the World in Eighty Days* (1956), *Doctor in Trouble* (1970), *Song of Norway* (1970), *Who is Killing the Great Chefs of Europe?* (1978), *The Human Factor* (1979) and *High Road to China* (1982). As the years went by and the personality increased in roundness as well as rotundity, Morley was increasingly in demand on the other side of the Atlantic whenever Hollywood wanted a specimen of the inimitable British gent with an ample girth, rolled umbrella and a quiverful of recognisably cisatlantic prejudices. Yet he brought to films an impressive — and precious — quality, as he had done on stage, where he was capable of turning an evening which threatened to be fragile into something safe and comfortable, merely by his presence on stage; on screen his presence could, likewise, rescue a wretched script and salvage triumph from disaster, to the relief of many a director who had thought the game was up.

In America, too, he commanded huge audiences for his appearances on chat shows, audiences who savoured his love of gilded conversation. Among his later successes on British television was his performance as a war correspondent in the ITV series *War and Remembrance*.

He also had a late flowering in the television commercials, notably the hugely successful British Airways advertisements in which he represented the desire for comfort demanding (and of course getting) satisfaction. Indeed, his last appearance was on television in 1991 where he was Father Christmas in a commercial for Sainsbury's. It was a role which took him full circle, his very first part had been in the same role in a children's pantomime at Folkestone in 1916.

Morley wrote as easily as he acted. Besides his eight plays there were five books of reminiscences and an autobiography, all unmistakably bearing the mark of Morley. He was a prolific journalist, writing regular food and travel columns for *Punch* over a period of fifteen years. Food, drink and travel were all near to his heart and he was a member of *Bucks* and the *Garrick*. He always professed to be a socialist, with the proviso, of course, that these material comforts were never to be far from hand.

In 1940 he married Joan Buckmaster, daughter of Gladys Cooper by her first husband, Captain Herbert Buckmaster. There were two sons, one of whom is Sheridan Morley the drama critic, and a daughter.

Morley was created CBE in 1957. Subsequently, in 1970, he was offered a knighthood but he refused the honour. Stage knighthoods, he felt ought only to be given to the great exponents of the classical stage and not to light comedians like himself. It was characteristic of the innate modesty and truth to himself of a man whose stage and screen persona — not to mention his many published statements — might have suggested something quite the reverse. Finally, Robert Morley was a tremendous rascaller — and enjoyed best those engagements which were near a decent race course. Indeed, he would have been sorry just to have missed the great flat race of 1992; he died on the morning of Derby Day.

## VERONICA SETON-WILLIAMS

M. V. Seton-Williams, archaeologist in the Middle East, died on May 29 aged 82. She was born on April 20, 1910, in Melbourne, Australia.

VERONICA Seton-Williams was a perceptive choice to direct the Egypt Exploration Society's excavations at Tell Fara in the Egyptian Delta during the 1960s. With her wide experience she was ideally suited to tackle the size and complexity of this prehistoric town site.

It consisted of two great mounds, assumed to be the twin cities of Pe and Dep, and the temple enclosure of the cobra goddess. The whole area amounted to 170 acres and involved a local workforce numbering 400; there was no water and electricity. But Dr Seton-Williams was at the height of her powers and at the zenith of her ambition. She had wanted to be an Egyptologist since she was a small child in Australia and had single-mindedly steered her life towards this goal.

She was an impressive looking woman with firm features and piercing blue eyes, her short hair kept out of them by a Syrian embroidered skullcap. She impressed the Egyptians by her approach to the task and endeared herself to them by her command of Arabic, her almost parental kindness on pay-day and her gift of story-telling.

There was a colossal top hamper of sherds all over the site, much of it foreign. But pottery was her speciality — she had studied the Middle and Near Eastern types in all the great museums such as Baghdad, Damascus, Beirut, Ankara, Athens and Nicosia as well as special collections in Berlin and the United States. She had eventually done her PhD on it.

Unexpectedly there was an industrial kiln site next to the temple enclosure, but she had experience of a mining and smelting site in Cyprus and specialised objects like nuyres (nozzles) used to direct air into blast furnaces were well known to her.

As had happened before, war joined the course of her life — this time the Six Day War of 1967. The Egyptians themselves willingly assisted her to evacuate the whole expedition on the last boat from Alexandria and begged her to return.

Veronica Seton-Williams was of Scots-Irish descent. Although fascinated with ancient Egypt as a small child, for her degree from Melbourne University the nearest she could get to the subject was history and political science. So, necessarily, she came to England, arriving in 1934. She was introduced to Sir Mortimer Wheeler and Maiden Castle and thus

began an astonishing and varied career of excavation in the toughest circumstances of adverse weather and impecuniousness.

In 1935 she was accepted by Sir Flinders Petrie as a site supervisor in the Sinai desert. Thereafter she was invited by Professor John Garstang to assist at Jericho, and then at Tell Keisan near Acre, where she was assistant field director, but the Palestine troubles were just hotting up. So it was back to Maiden Castle, followed by a further season with Garstang, now in Turkey at Mersin.

The dense tapestry of the many sites at which she worked was interwoven with punishing survey trips that took her all over the Middle East, and then to the important site of ancient Lachish. But during her second season in 1938 the director was attacked and killed on his way to the local town, and work was brought to an early end.

The second world war altered the course of her career. Her command of Middle Eastern languages made her invaluable in the Ministry of Information by day and her restless energy took her out fire-fighting at night.

If archaeological funds had been meagre before the war, they virtually dried up after it. There were three years during which she devotedly nursed her mother through her final illness and wrote a book entitled *Britain and the Arab States*. And then she embarked on the logical progression of her career and undertook her own digs, ably supported by her many friends drawn from all five continents. By 1957 she had completed her PhD but had already been nominated by Dr Gordon Childe to lecture for London University's extra-mural diploma in archaeology. Just as important, Dr Margaret Murray handed over to her, personally, her Egyptology course at the City Literary Institute.

There was a final season at Tell Fara in 1968, and thereafter she lectured and at last found time to write extensively, including much pungent poetry. She was unmarried.



## JOHN GATES

John Gates, former top official of the American Communist Party and editor-in-chief of America's *Daily Worker*, died in Miami on May 23 aged 78. He was born in Manhattan.

THE collapse of communism Eastern Europe may have seen John Gates some wry reflection. The democratisation of the American Communist Party had become his life after he became disenchanted in the wake of the invasion of Hungary in 1956. It prompted his resignation in 1958 after a bout of

intense political in-fighting. Gates was never afraid to fight for what he believed in. Raised in the Bronx during the years of the Great Depression, he became a communist at the age of 17, and abandoned his college studies to mobilise jobless youths in Ohio. He ran for the Youngstown city council — an exercise in democracy which merely saw him thrown into jail on a charge of making a loud noise without a permit.

With the outbreak of the Spanish Civil War, he enlisted in the Abraham Lincoln Brigade becoming, at the age

of 24, its commissar and the highest-ranking American to take part in the conflict. It was no sooner over than he joined the US Army, volunteering to fight as a para-trooper in Europe.

Resuming his work for the Party after the war, Gates became one of seven national secretaries and editor of *The Daily Worker*, and was promptly caught up in the anti-communist hysteria sweeping the United States. It did him no good to protest that he had proved his loyalty to America during the war; that he favoured peaceful,

democratic change and opposed the use of violence and espionage. Together with other party leaders he was convicted in 1950 of advocating the overthrow of the government, and sentenced to five years imprisonment.

It was while in prison that he began to doubt his commitment to the Soviet form of communism. "We talked endlessly," he later wrote, "of what we might have done better in the past, and what we could do in the future."

After Hungary, and Nikita Khrushchev's revelations of the crimes of the Stalin regime, which followed Gates' release in 1955, he said: "For the first time, I feel ashamed of the name communist."

When his efforts to reform the party from within failed, he left with a rebuke. "The ideals that attracted me to socialism still motivate me," he said, "but the Communist Party has ceased to be an effective force for democracy, peace and socialism."

Gates wrote a book about his experiences, then joined the International Ladies Garment Workers Union as a senior research assistant until his retirement in 1987.

Throughout, he remained concerned about poverty, discrimination, homelessness, hunger, inadequate schools and health care in the United States: the issues that had made him a communist. Nor did he change his view that capitalism placed profit above the public welfare and retained power in the hands of the few, but he became more cautious about ideological recipes for reform. "After being so certain and dogmatic," he once wrote, "I do not profess to have all the answers." He is survived by his wife, Lillian.

## University news

Antony's grant of £17,000 for research on cultural and intellectual freedom in post-Soviet Russia. The project will be headed by Professor John Gates, director of the college's Russian Centre. The full-time researcher currently a non-salaried research fellow at the college will be Dr Rita Pittman. The grant covers a four-year period beginning on October 1.

THE QUEEN'S COLLEGE, Oxford, has awarded a junior research fellowship in engineering to Dr. R. D. Bates, St John's College.

London Imperial College of Science, Technology and Medicine The following have been elected to the fellowship and associateship of the college: Fellows: Sir Roger Bannister, Sir John Cudogian, director of research at BP; Dr A. King, co-founder of the Club of Rome; Mr J.H. Smith, secretary to Imperial College and clerk to the governors, 1970-81; Associate: Mr Robert Frank Wilkins, technician, department of physics, 1953-85.

Edinburgh The university has awarded 10 personal chairs to members of staff in recognition of outstanding individual merit in their areas of research. The chairs have been awarded to:

Dr Sebastian Amey, reader in medical microbiology, to a personal chair in microbial chemotherapy; Dr Ian Campbell, reader in English literature, to a personal chair in Scottish and Victorian literature; Dr Alan Davies, reader in applied linguistics, to a personal chair in applied linguistics; Dr David Garland, reader in centre for criminology and the social and philosophical study of law, to a personal chair in penology; Dr John Grace, reader in institute of ecology and resource management, to a personal chair

in environmental biology; Dr Ben Harte, reader in geology and geophysics, to a personal chair in geomorphology; Dr David Lee, reader in psychology, to a personal chair in perception, action and development; Dr Donald MacKenzie, reader in sociology, to a personal chair in sociology; Dr Robert Morris, senior lecturer in economic and social history, to a personal chair in economic and social history; Professor Richard Holmes, professional fellow in physics, to a personal chair in physical crystallography; Dr John Orr, reader in sociology, to a personal chair in sociology; Dr Linda Partridge, reader in institute of cell, animal and population biology, to a personal chair in evolutionary biology; Dr John Phillips, reader in the department of biochemistry, currently seconded as director of the biology

teaching organisation in the faculty of science and engineering to a personal chair in biology teaching; Mr David Raffe, reader in sociology, to a personal chair in sociology of education; Mr Vaughan Ruckley, honorary reader in the department of surgery, to a personal chair in vascular surgery; Dr Andrew Wilkie, reader in pathology, to a personal chair in experimental pathology.

Durham The university has been successful in its bid for a lectureship funded by the Jean Monnet project of the European Commission. The Jean Monnet chair in European law will be held during 1992-93 by Ms Pamela Harvey, a part-time senior law at both Sheffield University and Sheffield City Polytechnic, who has been appointed to a Durham lectureship from October this year.

Promotions and appointments Professor of Politics: Dr James Barber, Master of Hatfield College, a former Professor of Political Science at the Open University. Professor of Anthropology: Dr Michael Carrithers, Reader in Anthropology since 1989.

Professor of Mathematical Sciences: Dr Edward Corrigan, Reader in Mathematical Sciences. Professor of English Language: Professor Joseph Emonds, currently Professor of Linguistics at the University of Washington. Professor of German: Professor Colin Good, currently Professor of German at the University of Surrey. Professor of Mathematical Sciences and Physics: Dr James Stirling, Reader in Mathematical Sciences and Physics since 1990.

## ON THIS DAY 1913

Craganour, the favourite, was first past the post, but was disqualified for bumping and boring, and the race awarded to the rank outsider, Abeyour, which finished second by a neck. Details of the suffragette incident involving the King's horse in the same race were given in On This Day, June 5, 1985.

DERBY DAY ABROAD Of all the unofficial holidays of the year, beyond doubt Derby Day stands first. We, who live so near to Epsom, are likely to think only of the local aspects of the Derby — of the fact of the holiday itself, the scenes upon the road, the huge concourse of the Downs. What we hardly comprehend is that from the uttermost parts of the earth today, wherever Englishmen are found, thoughts are turned to Epsom.

No single event — not the passage of any momentous Bill in Parliament or the fate of a Ministry — so focuses the attention of British subjects all over the world on "home" as does the Derby. There is hardly a British club or colony or settlement in any land, however remote, wherein during the last few days a Derby sweepstake has not been drawn. The subscriptions have been paid in pounds and shillings, in half a dozen different kinds of dollars, in rupees and yen and taels, in pesos and francs and marks and piastres, and all manner of strange coinages.

The lists are pinned on club notice-boards, to be gazed at by uncomprehending native servants who wonder what earth-moving event it may be which stirs the white men to so much interest: they are fastened to the posts of white verandahs and on board hundreds of ships at sea they are being eagerly scanned.

Three years ago the present writer happened to be in a P&O boat which left Colombo on the morning after Derby Day, and we carried the news with us out into the Indian Ocean. For a week afterwards, at all times of the day and night, as we picked up one ship after another, we had the same question to answer: "Who won the Derby?" and the wireless operator was busy scanning the name of Lemberg over the waves of the sea. Whatever other news there might be — of the monsoon, of typhoons, or the fall of dynasties — it had to wait until the reply to the one important message had been spluttered out. Each ship which had the news from us doubtless passed it on. And so it will be tomorrow and for days to come: Craganour, Loughie, Shogun, whatever it may be, the name will be being ticked out on a million telegraph instruments on shore and spat out, with hissing little darts of flame, by night and day, from a hundred wireless apparatuses on ships in every sea.

AT HOME There has been racing, it seems, on Banstead Downs since the 17th century. Clarendon tells us that in 1648 a meeting of Royalists was held there "under the pretence of a horse race", and Pepys mentions that in 1663 he intended to go to the Downs to see a famous horse race. Racing languished in the Civil Wars, but Charles II restored the races at Newmarket, and there was racing again on Banstead Downs for 60 years before the Derby Stakes were instituted in 1780. The House of Commons first adjourned over Derby Day in 1847, and in 1860 the adjournment was moved by the Government, the holiday being in accordance, Lord Palmerston said, with an "unwritten law of Parliament". Adjournment was abandoned as a Government measure in 1879, and in 1892 the "unwritten law" was altogether ignored with the result of an empty House.







# BUSINESS TIMES

THURSDAY JUNE 4 1992

BUSINESS EDITOR JOHN BELL

Talks held on capping losses

## Government 'will have to rescue Lloyd's'

By Jonathan Prynn

LLOYD'S of London will require government assistance if it is to survive the £4 billion losses incurred between 1988 and 1991, analysts have claimed.

Presenting a £2 billion loss forecast for the 1989 underwriting year, Charles Sturge, joint editor of the 1992 *Chattis Directory of Lloyd's of London*, said yesterday: "Lloyd's needs some sort of lifeline thrown to it to keep it trading."

Lloyd's has consistently denied that it has sought or intends to seek any help from the government. David Coleridge, chairman of Lloyd's, believes that such a move would undermine confidence in the market and that Lloyd's is capable of dealing with its problems in-house.

Mr Sturge said, however, that the logic of Lloyd's current predicament pointed to the need for a package of government measures, including tax breaks for names allowing them to offset losses against future income, more favourable tax treatment of reserving by syndicates, and a soft loan brokered by the Bank of England or the trade department.

John Rew, also of Chattis, said that if no action was

taken Lloyd's would be "wiped out inexorably over the next three years". Mr Rew, who, along with Mr Sturge, is a name and has suffered heavy personal losses, calculated that on its current forecasts the capacity of the market would be reduced to £4 billion by 1995 compared with the current £10 billion.

Chattis has forecast losses of more than £1 billion in 1990 and £750 million in 1991. Lloyd's last year announced a £510 million loss for 1988. Chattis expects a return to profit in 1992 if there are no catastrophe claims in the second half of the year. The official figures for the 1989 year will be announced by Lloyd's this month. The losses have been caused by a combination of pollution clean-up claims and a run of catastrophe losses.

Lloyd's had no official comment to make yesterday but a press conference has been scheduled for today. Paul Archard, the chairman of the Lloyd's Underwriting Agents' Association, said: "All of my market information leads me to believe that Chattis have got it totally wrong for 1991 and their long-term prediction for capacity."

The pessimistic prediction

for the strife-ridden insurance market came on a day when the ruling Council of Lloyd's met to discuss proposals for a cap on the losses of the worst-affected members of the market. The meeting was still in session by late afternoon but there were indications that a far more generous package for names was being debated than had previously been considered.

Christopher Stockwell, the chairman of the Lloyd's Names Association Working Party, which yesterday presented its own rescue proposals to the council, said the gap between the two schemes was "smaller than I had been led to understand last week". Another well placed Lloyd's source said that the terms of the proposed package had "changed quite dramatically over the past 48 hours".

Mr Coleridge and Dick Hazel, a deputy chairman of Lloyd's, are believed to be giving an account of the council discussions to the Lloyd's Underwriting Agents' Association at Lloyd's this morning. Any capping scheme is likely to involve the underwriting membership of Lloyd's, as well as brokers and agency firms, contributing to a pool to be used to pay off losses of names above a certain amount. Many of the 17,000 names not facing financial ruin are likely to resist any attempt to be made to pay up for the losses of other names. Chattis has calculated that a cap set at the 100 per cent loss level would cost the market £468 million.

However, Mr Rew yesterday called for the cap to be set at 10 per cent, costing £1.4 billion, because "if a name suffered three successive years with a 10 per cent loss, then his deposit would be wiped out".

Another broadside of bad news for Lloyd's came earlier in the day from Sturge Holdings, the largest quoted underwriting group, which has no current connection with Charles Sturge. It saw its shares fall 59p to 111p after it halved its dividend.

The company has been hit by depressed profits commission because of poorer than expected results for the 1989 and 1990 years, largely as a result of errors and omissions claims following the recent Outhwaite and Warlow court settlements. The losses will reduce profit commission in the 1991 and 1992 underwriting years because of clauses that set previous years' losses against profits before taking a commission.

However, Mr Coleridge, who also chairs Sturge, said that he expected the 1991 and 1992 underwriting years to mark a return to profit for the market as a whole. Sturge also revealed that it has reduced its charges to its names at a cost to the company of £3 million a year.



Independent view: David Coleridge believes Lloyd's should not request government intervention

## Canary Wharf tenants reassured

By Angela Mackay and Philip Robinson

ADMINISTRATORS of Olympia & York's Canary Wharf development yesterday reassured tenants that they would honour their contractual obligations as the project's new landlord.

Tenants, who started a series of meetings with the administrators yesterday, had been concerned that maintenance, security and other essential services would cease after the development passed into administration one week ago.

However, the administrators, Ernst & Young, said all services would be kept up. So far, there has been little indication of how the administrators will treat those tenants, current and prospective, who had been promised incentives by O&Y in return for their commitment to move to Canary Wharf. Tenants said that the administrators stressed they were just starting to understand how the project operated and it was too soon to decide.

Some of the tenants Ernst & Young will meet today, such as KPMG Peat Marwick, the accountant, are those who were told by O&Y that their old leases would be paid out if they took space. Tenants said they considered the government's decision to send at least 2,000 civil servants to Docklands was an indication that the extension to the Jubilee line may proceed with government support.

"Why would they send their own people down here and then leave them high and dry?" one tenant commented. Other inhabitants of Canary Wharf such as Morgan Stanley, the Wall Street investment bank, have tried to combat travel problems by providing their own mini-bus service for staff, complete with morning coffee and newspapers, from various parts of London down to the development.

## Danish kroner plummets after Maastricht vote

By Anatole Kaletsky, Economics Editor

THE Danish kroner dropped to the bottom of its ERM band, while bond and equity prices fell sharply in most European countries, as investors around the world reacted with shock and confusion to Denmark's vote against the Maastricht Treaty.

Dealers reported a flight of capital into Germany, not only from Denmark but also from peripheral markets such as Italy and Spain, reflecting a sudden collapse of chances for early economic convergence in Europe. By the end of the day, however, most markets appeared to have stabilised, with all the ERM currencies trading comfortably within their bands.

Apart from Denmark, where the central bank was forced to raise key interest rates by around 0.7 per cent to stem pressure on the kroner, central bank intervention was said to have been light and sporadic.

Dealers and monetary authorities said there was nothing like the turbulence the foreign exchange markets experienced after the Gulf war, the Moscow coup attempt or

the British election result. Sterling fell 1½ pence to DM 2.92 against a generally strong German mark, but moved less against the dollar, the yen and other currencies. Short sterling futures fell slightly as dealers judged that the prospect of another cut in British interest rates had receded beyond the summer. Government economic officials generally took a sanguine view, arguing that the Danish vote might be a "storm in a teacup".

Analysts and dealers were generally more pessimistic about the long-term impact of the Danish referendum. Despite strong assurances from other European countries that progress towards monetary union would continue, many analysts argued that the Danish vote would act as a catalyst for anti-ERM forces in Germany and France. President Mitterrand's announcement of a referendum in France was seen by the markets as another blow, since it would extend the period of uncertainty about the French attitude to EMU. Without deci-

sive votes for ratification by both Germany and France, the EC seemed unlikely to find a way of circumventing Danish objections to EMU.

By mid-afternoon, most of the pressure in the foreign exchanges appeared to be exhausted and the mark settled only a few ticks above its ERM midpoint. The pound settled within 1 per cent of its ERM midpoint, after suffering a brief battering around lunchtime, when France announced that it would hold a referendum on Maastricht.

As trading moved to the New York market later in the afternoon, the mark saw renewed demand. Dealers reported that American investors seemed to take a more pessimistic view of the prospects for non-German markets and were more inclined than European fund managers to dump their francs, lire and pounds.

No UK referendum, page 1  
Maastricht report, 12, 13  
Diary, page 14  
Peter Riddell, page 14  
Stock market, page 22  
Comment, page 23

## Reed interested in Maxwell offshoot

By Michael Tate, City Editor

REED International, the publishing group, would be "serious bidders" for *Official Airline Guides*, the American subsidiary of Maxwell Communication Corporation, should it be put up for sale.

Peter Davis, the Reed chairman, confirmed his company's interest in OAG after unveiling a 4 per cent rise in pre-tax profits, to £232 million, for the year to March.

"We were bidders the first time, considerable under-bidders," he recalled. "We are still very interested, but these are early days, and the administrators have not yet decided which course of action to take."

Reed is thought to have offered in the region of \$500 million for OAG in 1988, compared with Maxwell's winning bid of \$750 million. OAG would fit snugly with ABC International, the Reed offshoot that publishes the *World Airways Guide*. This ranks second only in the market to OAG. ABC's hotel reservation company, Utell International, would also be complementary.

Reed's travel and information services division was the biggest contributor to 1991-2 profits, with £68 million, a 4 per cent increase on the previous year. Book publishing re-

corded a 37.7 per cent increase, at £51.9 million, and reference publishing, aided by a maiden contribution from Macmillan Directories, a 63.9 per cent advance at £31.8 million.

However, consumer publishing, comprising IPC Magazines, the UK's largest publisher of consumer magazines, and Reed Regional Newspapers, the largest free newspaper publisher in the UK, declined 22.9 per cent to £52.4 million. Mr Davis blamed the battle for the television listings market, which wiped out profits in this sector in the first half.

Reed surprised the market with a final dividend of 10.75p, lifting the total for the year to 16p, a 7 per cent rise. The confidence reflected a 30 per cent increase in cash inflow at £293 million, or 108 per cent of operating profit.

Chastened by a "premature" note of optimism six months ago, Mr Davis was reluctant to forecast business trends. He said, however, that there had been "something of a recovery" in American business confidence in recent months, and that there were "some signs in the UK which could turn out to be positive".

Tempus, page 22

Tempus, page 22

Union anger, page 1

## Borrie success marked by complaints

By Graham Searjeant, Financial Editor

AFTER 16 years as director general of fair trading and Britain's principal competition and consumer watchdog, Sir Gordon Borrie can never be quite sure that he has succeeded.

His last annual report records an increase of three quarters in complaints about financial services and rises of about two fifths in complaints about bank services, mortgage credit and estate agents. Across the spectrum, complaints rose 4.7 per cent last year. Sir Gordon believes that much of this is due to the establishment of standards and complaints procedures and the OFT's recent energetic attempts to publicise consumer rights and how to enforce them.

As his many admirers would expect, however, Sir Gordon is still asking for

more efforts to deter malpractice. He has recently lobbied Michael Heseltine, incoming president of the Board of Trade, to bring forward legislation to toughen the OFT's powers to investigate suspected price-fixing cartels, which was proposed in the government's 1989 white paper. Sir Gordon writes: "Despite the substantial evidence of secret cartel arrangements, particularly in the construction materials industry, no legislation has followed."

As he moves back to the bar, Sir Gordon is also still waiting for a more general law to deal with trading malpractices not caught by specific industry codes or legal rules. He is scathing about the European Community's attempts to regulate mergers on a test of competi-



Borrie: watchdog taken, not because the EC has taken some influence away from the OFT, but because political interference undermines the commissioner's attempts to enforce the competition test effectively. He argues: "Member states may be unwilling to

allow the envisaged further extension of community jurisdiction over mergers to take place unless commissioners demonstrate very clearly that they will do that".

At home, cross-party support has enabled the OFT to work consistently on its original 1973 manifesto that competition and consumer protection go hand in hand. Sir Gordon has helped that process by adapting to changes in the emphasis of government policy. As a result, the OFT has won a reputation for being objective and independent and has been given ever more responsibilities.

Complaining has become part of the consumer society, much to Sir Gordon's satisfaction. The reputation of the OFT is mainly down to him. Sir Bryan Carsberg, who takes over on June 12, has a hard act to follow.

### TODAY IN BUSINESS

#### AFRICAN VENTURE



Lions and elephants in Zululand are the winners in the first big fundraising in a South African venture by foreign investors since sanctions began to crumble last year. Page 23

#### HAWKS TO INDIA

India is poised to buy up to 100 British Aerospace Hawk trainers in a deal worth more than £1 billion to the defence group. Page 21

#### CALL FOR HELP



VSEL, Britain's biggest warship builder, has called for government help in tackling massive job losses. Page 21

#### AIR FRAUD

An international fraud in free air tickets is costing airlines tens of millions of pounds and could lead to higher charges. Page 20

#### BITTER TASTE



The Cadbury report on corporate governance is unlikely to endear company directors. Robert Bruce writes. Page 27

#### THE POUND

US dollar 1.567 (-0.0080)  
German mark 2.814 (-0.0120)  
Exchange index 924 (-0.3)  
Bank of England official base rate (4pm)

#### STOCK MARKET

FT 30 share 2090.7 (-20.3)  
FT-SE 100 2680.9 (-25.0)  
New York Dow Jones 3401.54 (+5.44)  
Tokyo Nikkei Ave 18188.68 (+63.13)

#### INTEREST RATES

London Bank Base: 10%  
3-month interbank 10.34%  
3-month eligible bills 9.12-9.24%  
US: Prime Rate 6 1/4%  
Federal Funds 3 1/4-3 1/2%  
3-month Treasury Bills 3.72-3.71%  
30-year bonds 10 1/2-10 1/4%

#### CURRENCIES

London: £/\$ 1.5674  
New York: £/\$ 1.5674  
£/DM 2.8140  
£/FF 16.6360  
£/Yen 231.88  
£/Indonesian 127.75  
£/Sri Lankan 170.6339  
£/Sri Lankan 170.6339  
£/Sri Lankan 170.6339

#### GOLD

London: £/\$ 1.5674  
New York: £/\$ 1.5674  
£/DM 2.8140  
£/FF 16.6360  
£/Yen 231.88  
£/Indonesian 127.75  
£/Sri Lankan 170.6339  
£/Sri Lankan 170.6339  
£/Sri Lankan 170.6339

#### NORTH SEA OIL

Brent (Jun) \$21.35 bbl (\$20.95)  
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Denotes midday trading price

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**BY HARVEY ELLIOTT, AIR CORRESPONDENT**

**"No evidence of upturn": Geoffrey Mulcahy, chairman and chief executive**

BY MARTIN BARROW

The statement hit other retail sector shares. Marks and Spencer slipped 7p to 328p; Dixons fell 5p to 269p; Argos 3p to 258p and Body Shop 4p to 304p. However, Boots, due to report results today, gained 4p at 489p.

A WINTER of disappointment hit profits at CML Microsystems for the year to March. George Gurry, chairman, said: "My expectations that the group's second-half performance would show a less than 10% growth to that achieved in the first period were not fulfilled."

Sales were virtually unchanged at £14.3 million while pre-tax profits fell 11 per cent to £4.3 million. Profits were 11 per cent ahead at the halfway stage and Mr Gurry was still upbeat in November. However, he warned shareholders in February that the second half would be lower. CML, based at Witham, Essex, makes semiconductors and traffic control technology. Mr Gurry remains sufficiently confident to recommend a dividend of 3.7p compared with 2.9p last time. The shares fell 4p to 267p on the USM.

**PORSCHE**, the German sports car maker, is to cut 850 jobs in the year to July 31, 1993. The company has made 715 employees redundant in the current financial year, in which turnover is expected to be DM 2.5 billion, compared with DM 3.1 billion in 1990-1. The aim of the new cuts is to reduce costs and improve competitiveness. They will be achieved through natural wastage, the company said. Porsche is building only 22,000 cars during this financial year, down from 26,200.

THE net asset value of Turkey Trust rose from 148.97p to 155.12p a share in the six months to the end of April. The 4.1 per cent increase compared with a 1.8 per cent decline in the Istanbul stock exchange in sterling terms during the same period. Pre-tax revenue was £110,000 (£365,000). The decline reflected lower income from UK government securities following an increase in investment in Turkish equities. Turkey Trust does not pay an interim dividend. The outlook for the Turkish economy is "very favourable".

**MONARCH Resources**, the gold mining company, is raising up to £19 million through a rights issue to develop the La Camorra concession in Venezuela. Monarch is offering two units of convertible unsecured loan stock for every ordinary share at up to 68p each. Monarch's attributable losses for 1991 were \$2.94 million compared with losses of \$6.3 million in 1990, when there was also an extraordinary charge of \$35.5 million against goodwill write-offs. Losses a share were 20.6 cents (45.5 cents).

***** CREDIT ISSUES *****			
Broadview Inv Trst Units	282	Reapack (115)	145
Brown Walker Wtd	10	Welding (812)	145
Crown American Smfir Cos	93	*****	
Groveview Inc	104	CIGTS ISSUES	
Greenway (70) (7)	103	BICC N/P (285)	61 -1
Int Control Svcs 10p (11)	148	Cheney Cos (285)	5
Latin Amer Inc & Ag (81P)	819P	Endic 56 N/P (14)	4
M & C Recovery Inc	41	Europe Minimals 20 N/P (5)	4
M & C Recovery Inc Cap	25	Fulcrum Inv Trst N/P (57)	5
M & C Recovery Inv Grd Unit	24	Ingham N/P (65)	5
M & C Recovery Pkgg Inv	122	Int'l Energy 100 N/P (190)	218
		Process Inv N/P (280)	5

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Red	Letter	o/s	Ytd	

Far East Gdp	128.70	42.76	+ 0.90	0.37	General Growth	62.70	66.96	+ 0.73	0.25
European Gdp	96.93	92.97	+ 0.30	1.13	Industrial Tech	54.93	61.79	+ 0.67	0.62
UK Growth	64.60	66.00	+ 0.10	3.92	Immune Growth	51.26	66.58	+ 0.52	0.40
High Income	66.14	73.94	+ 0.14	6.13	Immune Maturity	55.14	55.70	+ 0.16	0.90
Japanese Gdp	131.67	140.55	+ 0.51	1.01	Japan Growth	56.25	64.00	+ 0.12	0.22
					Democracy Gdp	58.50	61.00	+ 0.18	0.18

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(Total PEP	30.10	32.12	- 0.10	2.43	S. & L. High Inc	33.22	35.30	- 0.10	4.00
Income Gulf	57.61	61.29	- 0.03	5.14	St. A. S. S.	35.07	40.45	- 0.10	4.00
European	30.21	41.71	- 0.15	1.27	U.S. Paper Cos Inc	220.00	241.70	- 0.50	1.00

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Halt Cash Flaw	101 02	101 02	- 0 00	0 72	Lumpsum	141 00	140 10	- 0 90
Halt Equip.	606 52	608 00	- 1 48	1 10	Japan	97 61	104 10	- 6 49
Halt Equity Inc	71 19	76 10	- 4 91	4 74	N. Pacific	209 40	224 00	- 14 60
Halt European	142 25	152 10	- 9 85	2 02	Mex. Cash	96 51	96 51	- 0 00

Holt Global Link	75.37	39.01	- 0.25	5.00	Maple Sag	100.60	101.67	+ 0.07	3.00
Holt High Inc	73.61	34.07	- 0.79	1.00	Int'l Tr	103.80	175.00		3.00
Holt Ind	122.02	131.46	+ 0.18	1.00	Sum. PTP	319.40	335.20		3.00
Holt Ind Sm Co	62.55	36.20	+ 0.04	1.17					
Holt Japanese	109.70	117.32	+ 0.75						
Holt Nth Amer	108.43	105.20	+ 0.08	0.50					

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Holt Smeir Cos	76.34	81.64	- 0.05	2.55	N America Ac
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**SUN LIFE OF CANADA**  
 Basingstoke, Hampshire Hants RG21 2DZ  
 Dealing: 0256 841214

Jaguar	171.09	193.60	+ 0.10	2.13				
Major UK Cos	56.33	62.40	+ 0.09	2.61				
America Income	335.49	359.11	- 3.13	0.73				
de-Acc	297.68	314.88	- 3.62	2.73				
Smith UK Cos	316.31	235.93	- 0.04	0.14				
American Esh	25.87	27.67	- 0.44	0.16				
Managed Assets	107.12	114.52	- 0.40	0.68				
UK Income	33.48	35.81	- 0.02	- 0.44				
UK Growth	44.00	46.43	- 0.19	1.14				
Worldwide Esh	22.93	25.64	- 0.03	0.12				

Save & Prosper Group	212.23	226.43	+ 104	1.49
16-22 Western Rd, Rossmore RM1 1LB				
0708 760406 or 0800 929420 (in F.A.'s only)				
Amel Int Cdn	51.51	56.92	+ 104	5.62

Capital Unles	121.70	120.40	- 0.20	1.00	British Gth	50.12	55.21	- 0.50	2.00
Commodity	75.84	83.37	+ 0.49	1.11	-> Acc	92.12	98.00	- 0.42	2.00
European Gth	130.70	130.00	+ 0.40	1.30	European	74.94	83.87	+ 0.37	1.00
Financial Sec	128.50	136.70	+ 1.10	2.33	-> Acc	82.49	87.76	+ 0.09	1.00
High Return	224.70	230.00	- 0.40	7.84	Extra Inc	171.00	152.55	+ 2.18	1.00

High Yield	203.10	216.00	- 0.50	5.47	-0.20	Acc	250.24	276.75	+ 1.30	5.55	
Income Uns	101.50	107.40		7.14		General Uns	247.35	263.14	- 0.65	5.13	
Investment	139.80	148.70		2.01		-0.20	Acc	425.00	505.42	- 1.24	5.13
Japan Gth	40.29	96.05	+ 0.20			Income	294.14	312.92	+ 0.76	5.55	
Japan Smaller	131.91	140.30	+ 0.10			-0.20	Acc	587.33	624.87	+ 1.50	5.55
Masterfund	37.70	40.10	+ 0.02	1.30		International	206.16	421.69	+ 1.04	5.55	

Growth	\$8.30	269.30	+ 1.60	2.78	-> Acc:	614.01	614.01	- 1.35	0.00
Contributors	\$52.00	260.00	- 0.20	2.97	Pacific	240.40	\$55.41	- 0.42	0.00
Soybeans	204.10	222.40	- 0.60	0.24	-> Acc:	200.00	227.31	- 0.44	0.00
Select Intl	99.01	105.30	+ 0.20	0.63	Premier Income	48.30	\$0.39	+ 0.02	0.00
Smaller Cos	226.30	244.70	+ 0.50	5.60	-> Acc:	416.68	\$9.62	+ 0.03	0.00
Special Situations	108.00	110.30	+ 0.00	1.05	Nat Resources	7.30	7.30	0.00	0.00

UK Equity	218.90	232.90	- 0.80	3.6%
US Growth	104.50	111.10	- 0.70	0.39

**SCHRODER UNIT TRUSTS LTD**  
 83 Gutter Lane, London EC2V 7AS

**TARGET TRUST MANAGERS**

Leasing	0.1	0.2	0.3	0.4	0.5	0.6	0.7	0.8	0.9	1.0	1.1	1.2	1.3	1.4	1.5	1.6	1.7	1.8	1.9	2.0	2.1	2.2	2.3	2.4	2.5	2.6	2.7	2.8	2.9	3.0	3.1	3.2	3.3	3.4	3.5	3.6	3.7	3.8	3.9	4.0	4.1	4.2	4.3	4.4	4.5	4.6	4.7	4.8	4.9	5.0	5.1	5.2	5.3	5.4	5.5	5.6	5.7	5.8	5.9	6.0	6.1	6.2	6.3	6.4	6.5	6.6	6.7	6.8	6.9	7.0	7.1	7.2	7.3	7.4	7.5	7.6	7.7	7.8	7.9	8.0	8.1	8.2	8.3	8.4	8.5	8.6	8.7	8.8	8.9	9.0	9.1	9.2	9.3	9.4	9.5	9.6	9.7	9.8	9.9	10.0	10.1	10.2	10.3	10.4	10.5	10.6	10.7	10.8	10.9	11.0	11.1	11.2	11.3	11.4	11.5	11.6	11.7	11.8	11.9	12.0	12.1	12.2	12.3	12.4	12.5	12.6	12.7	12.8	12.9	13.0	13.1	13.2	13.3	13.4	13.5	13.6	13.7	13.8	13.9	14.0	14.1	14.2	14.3	14.4	14.5	14.6	14.7	14.8	14.9	15.0	15.1	15.2	15.3	15.4	15.5	15.6	15.7	15.8	15.9	16.0	16.1	16.2	16.3	16.4	16.5	16.6	16.7	16.8	16.9	17.0	17.1	17.2	17.3	17.4	17.5	17.6	17.7	17.8	17.9	18.0	18.1	18.2	18.3	18.4	18.5	18.6	18.7	18.8	18.9	19.0	19.1	19.2	19.3	19.4	19.5	19.6	19.7	19.8	19.9	20.0	20.1	20.2	20.3	20.4	20.5	20.6	20.7	20.8	20.9	21.0	21.1	21.2	21.3	21.4	21.5	21.6	21.7	21.8	21.9	22.0	22.1	22.2	22.3	22.4	22.5	22.6	22.7	22.8	22.9	23.0	23.1	23.2	23.3	23.4	23.5	23.6	23.7	23.8	23.9	24.0	24.1	24.2	24.3	24.4	24.5	24.6	24.7	24.8	24.9	25.0	25.1	25.2	25.3	25.4	25.5	25.6	25.7	25.8	25.9	26.0	26.1	26.2	26.3	26.4	26.5	26.6	26.7	26.8	26.9	27.0	27.1	27.2	27.3	27.4	27.5	27.6	27.7	27.8	27.9	28.0	28.1	28.2	28.3	28.4	28.5	28.6	28.7	28.8	28.9	29.0	29.1	29.2	29.3	29.4	29.5	29.6	29.7	29.8	29.9	30.0	30.1	30.2	30.3	30.4	30.5	30.6	30.7	30.8	30.9	31.0	31.1	31.2	31.3	31.4	31.5	31.6	31.7	31.8	31.9	32.0	32.1	32.2	32.3	32.4	32.5	32.6	32.7	32.8	32.9	33.0	33.1	33.2	33.3	33.4	33.5	33.6	33.7	33.8	33.9	34.0	34.1	34.2	34.3	34.4	34.5	34.6	34.7	34.8	34.9	35.0	35.1	35.2	35.3	35.4	35.5	35.6	35.7	35.8	35.9	36.0	36.1	36.2	36.3	36.4	36.5	36.6	36.7	36.8	36.9	37.0	37.1	37.2	37.3	37.4	37.5	37.6	37.7	37.8	37.9	38.0	38.1	38.2	38.3	38.4	38.5	38.6	38.7	38.8	38.9	39.0	39.1	39.2	39.3	39.4	39.5	39.6	39.7	39.8	39.9	40.0	40.1	40.2	40.3	40.4	40.5	40.6	40.7	40.8	40.9	41.0	41.1	41.2	41.3	41.4	41.5	41.6	41.7	41.8	41.9	42.0	42.1	42.2	42.3	42.4	42.5	42.6	42.7	42.8	42.9	43.0	43.1	43.2	43.3	43.4	43.5	43.6	43.7	43.8	43.9	44.0	44.1	44.2	44.3	44.4	44.5	44.6	44.7	44.8	44.9	45.0	45.1	45.2	45.3	45.4	45.5	45.6	45.7	45.8	45.9	46.0	46.1	46.2	46.3	46.4	46.5	46.6	46.7	46.8	46.9	47.0	47.1	47.2	47.3	47.4	47.5	47.6	47.7	47.8	47.9	48.0	48.1	48.2	48.3	48.4	48.5	48.6	48.7	48.8	48.9	49.0	49.1	49.2	49.3	49.4	49.5	49.6	49.7	49.8	49.9	50.0	50.1	50.2	50.3	50.4	50.5	50.6	50.7	50.8	50.9	51.0	51.1	51.2	51.3	51.4	51.5	51.6	51.7	51.8	51.9	52.0	52.1	52.2	52.3	52.4	52.5	52.6	52.7	52.8	52.9	53.0	53.1	53.2	53.3	53.4	53.5	53.6	53.7	53.8	53.9	54.0	54.1	54.2	54.3	54.4	54.5	54.6	54.7	54.8	54.9	55.0	55.1	55.2	55.3	55.4	55.5	55.6	55.7	55.8	55.9	56.0	56.1	56.2	56.3	56.4	56.5	56.6	56.7	56.8	56.9	57.0	57.1	57.2	57.3	57.4	57.5	57.6	57.7	57.8	57.9	58.0	58.1	58.2	58.3	58.4	58.5	58.6	58.7	58.8	58.9	59.0	59.1	59.2	59.3	59.4	59.5	59.6	59.7	59.8	59.9	60.0	60.1	60.2	60.3	60.4	60.5	60.6	60.7	60.8	60.9	61.0	61.1	61.2	61.3	61.4	61.5	61.6	61.7	61.8	61.9	62.0	62.1	62.2	62.3	62.4	62.5	62.6	62.7	62.8	62.9	63.0	63.1	63.2	63.3	63.4	63.5	63.6	63.7	63.8	63.9	64.0	64.1	64.2	64.3	64.4	64.5	64.6	64.7	64.8	64.9	65.0	65.1	65.2	65.3	65.4	65.5	65.6	65.7	65.8	65.9	66.0	66.1	66.2	66.3	66.4	66.5	66.6	66.7	66.8	66.9	67.0	67.1	67.2	67.3	67.4	67.5	67.6	67.7	67.8	67.9	68.0	68.1	68.2	68.3	68.4	68.5	68.6	68.7	68.8	68.9	69.0	69.1	69.2	69.3	69.4	69.5	69.6	69.7	69.8	69.9	70.0	70.1	70.2	70.3	70.4	70.5	70.6	70.7	70.8	70.9	71.0	71.1	71.2	71.3	71.4	71.5	71.6	71.7	71.8	71.9	72.0	72.1	72.2	72.3	72.4	72.5	72.6	72.7	72.8	72.9	73.0	73.1	73.2	73.3	73.4	73.5	73.6	73.7	73.8	73.9	74.0	74.1	74.2	74.3	74.4	74.5	74.6	74.7	74.8	74.9	75.0	75.1	75.2	75.3	75.4	75.5	75.6	75.7	75.8	75.9	76.0	76.1	76.2	76.3	76.4	76.5	76.6	76.7	76.8	76.9	77.0	77.1	77.2	77.3	77.4	77.5	77.6	77.7	77.8	77.9	78.0	78.1	78.2	78.3	78.4	78.5	78.6	78.7	78.8	78.9	79.0	79.1	79.2	79.3	79.4	79.5	79.6	79.7	79.8	79.9	80.0	80.1	80.2	80.3	80.4	80.5	80.6	80.7	80.8	80.9	81.0	81.1	81.2	81.3	81.4	81.5	81.6	81.7	81.8	81.9	82.0	82.1	82.2	82.3	82.4	82.5	82.6	82.7	82.8	82.9	83.0	83.1	83.2	83.3	83.4	83.5	83.6	83.7	83.8	83.9	84.0	84.1	84.2	84.3	84.4	84.5	84.6	84.7	84.8	84.9	85.0	85.1	85.2	85.3	85.4	85.5	85.6	85.7	85.8	85.9	86.0	86.1	86.2	86.3	86.4	86.5	86.6	86.7	86.8	86.9	87.0	87.1	87.2	87.3	87.4	87.5	87.6	87.7	87.8	87.9	88.0	88.1	88.2	88.3	88.4	88.5	88.6	88.7	88.8	88.9	89.0	89.1	89.2	89.3	89.4	89.5	89.6	89.7	89.8	89.9	90.0	90.1	90.2	90.3	90.4	90.5	90.6	90.7	90.8	90.9	91.0	91.1	91.2	91.3	91.4	91.5	91.6	91.7	91.8	91.9	92.0	92.1	92.2	92.3	92.4	92.5	92.6	92.7	92.8	92.9	93.0	93.1	93.2	93.3	93.4	93.5	93.6	93.7	93.8	93.9	94.0	94.1	94.2	94.3	94.4	94.5	94.6	94.7	94.8	94.9	95.0	95.1	95.2	95.3	95.4	95.5	95.6	95.7	95.8	95.9	96.0	96.1	96.2	96.3	96.4	96.5	96.6	96.7	96.8	96.9	97.0	97.1	97.2	97.3	97.4	97.5	97.6	97.7	97.8	97.9	98.0	98.1	98.2	98.3	98.4	98.5	98.6	98.7	98.8	98.9	99.0	99.1	99.2	99.3	99.4	99.5	99.6	99.7	99.8	99.9	100.0
American	191.50	193.50	-	0.30	0.25																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				</																																																																																																																																																																																																																																																																																																																															

duPont Acct	102.10	204.40	- 1.40	4.77	Financial	31.18	33.33	+ 0.07	4.21
European Gth	54.30	57.92	- 0.27	1.04	General Corp. Inc	64.95	74.01	- 0.07	2.11
Exxon	55.77	56.48	- 0.29	1.05	duPont Acct	72.14	77.13	- 0.10	2.11
Exxon Similar Cos	51.35	54.77	+ 0.10	0.04	Goldstein Inc	14.08			
duPont Acct	51.56	52.94	+ 0.10	0.04	duPont Acct	66.72	77.70	+ 0.23	1.04
Far Eastern Gth	47.59	50.25	+ 0.11	0.14	Johnson	106.21	11.00	+ 0.20	1.04

Asset	Value	Weight	Asset	Value	Weight
Acc	48.35	0.11	Japan General	103.90	0.20
Fixed Income	40.48	0.12	Professor	102.90	0.20
Acc	57.00	0.13	UK Capital	95.74	0.23
Gift Income	98.55	0.23	Worldwide Cap	176.20	0.30
Acc	129.30	0.30	World Income	72.85	0.12
Income	74.30	0.18			

the Acc	742.50	745.00	- 1.50	0.25
Japan Enterprise	42.50	45.00	- 2.50	0.25
the Acc	42.50	45.00	- 2.50	
Japan Smilr Cos	292.00	311.00	- 1.00	
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JK Equity	181.30	143.30	- 1.80	-1%	JK Acc	118.18	126.22	+ 0.01	0%
JK Equity	126.00	142.70	- 3.20	-1%	Child Hosp	26.23	27.97	+ 0.00	0%
JK Smaller Cap	75.00	81.53	+ 0.07	0%	JK Acc	28.04	27.78	- 0.00	0%
JK Acc	75.00	81.53	+ 0.07	0%	Samueli Japan	24.61	24.00	+ 0.04	0%
World Fed	54.75	67.24	+ 0.40	1%	JK Acc	54.71	58.04	+ 0.04	0%
JK Acc	61.45	66.00	+ 0.42	1%	Life Insurance	54.71	58.04	+ 0.04	0%

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Spain Strategy	56.2	53.0	+ 3.1	3.31	Cashman Inc.	91.18	85.41	+ 5.77	11.9
Latin American Corp	55.08	49.31	+ 5.67	3.76	Chas. Sec.	70.13	75.00	+ 0.17	11.9
Magnum Inc.	40.43	102.43	+ 0.02	10.71					
W. Southern Inc.	40.01	40.04	+ 0.02	1.26					

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Canada	231	10	241	20	-	0	10	0	71
European	37	10	297	40	-	0	10	1	40

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<b>COTTINI PROVIDENT</b>		10th Income		48.90	51.10	100.00
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St Andrew Sq, Edinburgh 1 112 2YA		1st Government Bd		\$10.00	\$10.00	100.00
t 054 2441271		7 1/2 1st		72.55	27.45	100.00
Agency 5th Ave	24.37	25.61	-016	3.27		

Global Index A/c	22.35	22.92	- 0.01	1.16
Global Index A/c	22.83	22.98	- 0.01	4.25
Market Index A/c	23.06	23.05	- 0.10	4.27

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Commercial 1 Yr	57.00	01.00 + 0.55
Auto Spec Nov	37.50	30.74 + 0.25
Auto Acc	10.02	41.47 + 0.27
Auto 1 Yr App	21.87	24.81 + 0.05

prior: No significant data.



## VSEL calls for state aid in arms rundown

By ROSS TIEMAN, INDUSTRIAL CORRESPONDENT

A CALL for government help to deal with the consequences of defence industry restructuring was made by Lord Chalfont, chairman of VSEL Consortium, the warship builder.

He said ministers must talk to defence contractors about providing alternative employment and better road links to alleviate the consequences of political decisions. They should also help to restructure the industry.

"When the government takes action which reduces the defence industry by dramatic proportions," he said, "I don't think they can just leave it to the industry and market forces to cope with the adjustment."

## Thorn cuts jobs at Virgin

Thorn EMI, the electrical and electronics group, has announced heavy staff cuts at Virgin Music just two days after completing the £560 million acquisition from Richard Branson.

Eighty jobs are to go in a shake-up aimed at streamlining the UK music publishing division. Steve Lewis, the division's managing director, is among the casualties.

Virgin Music Publishers is to merge with EMI Music Publishing with the loss of about half the present jobs.

## US orders up

Orders received by US factories rose for the fourth straight month in April, aided by demand for transport and defence goods, the commerce department said. There was a 1 per cent gain in April to a seasonally adjusted \$243.9 billion.

## Wall St leap

Profits on Wall Street continued to hit record levels in the first three months of this year. Between January and March the 316 New York Stock Exchange firms recorded a 42 per cent jump in earnings to \$1.362 billion, topping the previous record of \$1.348 billion in 1987.

## Assets rise

St James's Place Capital reports net asset value of 95.5p a share at March 31 (91.7p last year). Under a new accounting presentation, the company reports pre-tax profits of £18.4 million (£4.3 million).

## Avonmore deal

Avonmore Foods, the Irish food group, is acquiring Harland Fleisch Service, a German fresh meat sales and distribution business, for an initial DM6.8 million cash, with further profit-related payments of up to DM6.45 million payable in the period to June 1994.

## Howden buys

Howden Group, the engineering group based in Renfrew, has acquired Turbowerke Meissen Ventilatoren, a German fan manufacturer, for £1.5 million from the Treuhand, the agency charged with privatising the state-owned companies of the former East Germany.

Lord Chalfont said VSEL was no nearer finding a buyer for its Cammell Laird shipyard, at Birkenhead, Merseyside, for sale since October 1990. More than 1,000 jobs have been shed at the yard during the past year; the remaining 1,100 will go as the workload runs down.

VSEL has reduced the workforce at its main yard at Barrow-in-Furness, Cumbria, which is building Britain's Trident nuclear submarines, by 2,000 to 9,500.

During the year to March 31, VSEL increased pre-tax profits by 18 per cent, to £47.9 million, on turnover down slightly to £520 million. However, the main source of the improvement was interest income on spare cash.

Strong cash flow bolstered the group's cash pile by £50.5 million to £202 million, producing a rise in interest income from £3.2 million to £9.8 million.

At the trading level, VSEL lifted profits from warship building by just £1.6 million to £41.8 million. Losses from pilot contracts in the North Sea oil industry, part of the group's effort to diversify into civil markets, and on spare cash other trading profits back to £600,000.

VSEL is confident it will soon receive a contract from the government to build the fourth, and final, Trident A development contract for nuclear hunter-killer submarines, the Batch 2 Trafalgar Class, puts it in a good position to compete for their construction.

To secure its place as Britain's foremost warship builder, however, VSEL must re-enter the market for surface ships. The award of a contract to build three Type 23 frigates to Yarrow Shipbuilders, on Clydeside, shows that VSEL's costs must be cut further.

Lord Chalfont remains confident that diversification will work. Production of a new light howitzer for the British army, begins soon.

Shareholders get a final dividend of 17p, making 25p, up 11 per cent.



Expansive view: Barrie Stephens of Siebe is seeking growth in America, western Europe and Japan

## Siebe sees sustained improvements

By COLIN CAMPBELL

SIEBE, the engineering group that acquired Foxboro in September, 1990, for \$700 million, bucked the recessionary trends in a difficult year that ended on April 4 and achieved a 6.6 per cent rise in pre-tax profits to £169.6 million.

Barrie Stephens, chairman and chief executive who said yesterday that his

succession plans would be announced towards year end, added that signs of a sustained improvement in certain sectors are now beginning to emerge. Turnover was £1.63 billion (£1.48 billion), operating cash flow rose 59 per cent to £109.5 million, and the balance sheet improved further.

A final dividend of 12.1p a share makes 18.15p (16.5p) a share for the

year. Siebe shares rose 12p to 739p. The group had won orders that had initially been placed elsewhere but had then been redirected to Siebe, and the order book at year end stood at £401 million (£414 million). Siebe will be seeking growth in America, western Europe and Japan in the year ahead.

Tempus, page 22

## EC to look at Du Pont ICI swap

By TOM WALKER

A COMPETITION enquiry will be launched into the nylon for acrylics swap between ICI and Du Pont of America.

Sir Leon Brittan, EC competition commissioner, yesterday said his merger taskforce would launch a full enquiry into proposals for an exchange of assets between two of the world's largest chemicals companies. The move would give Du Pont a 25 per cent share of the European and world nylon markets.

Under the terms of a deal agreed in April, ICI will acquire Du Pont's US acrylic operations and £250 million. Du Pont will gain ICI's nylon business, based in Europe.

## Broker cleared of trying to rig price of Maxwell shares

By OUR CITY STAFF

A SENIOR stockbroker accused of trying to manipulate the price of Maxwell shares, by spreading a rumour that the tycoon was about to file for bankruptcy, was cleared on the orders of a judge yesterday.

In a trade department test case, which had taken two years to come to court, Peter Marks, a senior broker with Branson and Gothard, a City company, was alleged to have tried to force the price of MCC shares down so he could then make a profit by selling the shares on at a prearranged, higher price. Knightsbridge Crown Court heard that Mr Marks was alleged to have phoned Tim Medland, the head of equity trading at Goldman Sachs, the invest-

ment bank, and told him: "Maxwell will be filing for bankruptcy today."

But yesterday Judge Christopher Hordern, QC, ordered the jury to return a verdict of not guilty after deciding that Mr Marks may simply have been repeating a City rumour.

Judge Hordern told the jury: "Mr Medland's evidence has been that Mr Marks said 'I (or we) believe that Maxwell will be filing for bankruptcy today'. In my judgment that's entirely different. To say: 'Maxwell will be filing for bankruptcy' is a statement about others, the other is in your own head."

"For that reason, they have not proved the statement at the root of the case and I have

to ask the jury to acquit." Andrew Collins, QC, prosecuting, alleged that Mr Marks had been making a "bear raid" to force the company, a major dealer in Maxwell stock, to drop its share price when he made the call in October 1990.

He claimed Mr Marks, 42, of Finchley, north London, planned to buy shares when the price fell before reselling them for profit when his story proved false and the price rose.

Outside the court, Nicholas Munday, solicitor for Mr Marks, said: "This has had a devastating effect on Mr Marks. He has not been trading or advising clients and this has affected both his income and the company."

## C&W Hong Kong monopoly ended

FROM REUTERS IN HONG KONG

HONG Kong has ended the monopoly of Hongkong Telecom, 58.5 per cent-owned by Cable and Wireless, of the colony's conventional telephone network, prompting a 13p fall in the C&W share price to 555p.

But the British business was putting a brave face on the decision, which would allow HK Telecom to keep its hugely profitable international telephone network, prompting a 13p fall in the C&W share price to 555p.

On the international side, our exclusive franchise until 2006 is confirmed. On the domestic side, our exclusive franchise will continue until 1995, and then we shall be in an extremely strong position as the owners of the only domestic telephone network."

Elizabeth Boshier, acting secretary for economic services, said HK Telecom's franchise would be replaced by a non-exclusive licence when it

expires in 1995. "This will pave the way for competing networks to provide local fixed-link voice telephone services, just as we already have competition in mobile telephone services," she told the legislative council.

In mobile phones, HK Telecom already competes with two other networks, including one owned by Li Ka-shing, the billionaire businessman.

Ms Boshier said the government had not yet decided on how many competing networks should be allowed. Rivals have long pressed the government to break up HK Telecom's monopoly, saying it was a hangover of colonial privilege from the days when Cable and Wireless was the communications company of the British Empire.

The deal with HK Telecom will allow the company to increase domestic charges subject to a formula based on inflation, while the international side will be subject to limited, phased price cuts.



Most likely to succeed: Andrew Donaldson

## Livewires pick up prizes

A STORAGE systems supplier, a glassware maker and a bakery were seen as the businesses most likely to succeed when the Livewire awards for young entrepreneurs, sponsored by Shell, were made in London yesterday.

Andrew Donaldson, 24, of Crewe, Cheshire, was chosen from ten regional finalists for a £3,000 reward, which will go towards installing a computer-aided design system. He supplies industrial storage equipment ranging from pallet racks to plastic bins. Mr Donaldson, who worked for a storage company for eight years, said: "The trouble with working for other people is that you always feel you could do it better but you don't have the chance to do so."

Stephanie Middleton, 24, a glass blower who makes perfume bottles and earrings, is putting the £1,000 runner-up prize towards the cost of exhibiting in New York. The other runner up was Kevin Lilly, 21, who runs a bakery at Belcoo, Northern Ireland.

## India prepares to sign £1bn Hawk deal with BAe

By ROSS TIEMAN, INDUSTRIAL CORRESPONDENT

INDIA is poised to buy Hawk trainer aircraft from British Aerospace in a deal that could be worth more than £1 billion. Growing optimism over the order at BAe coincides with a report from Reuters, which cites unnamed senior Indian defence ministry officials, that India had decided to buy up to 100 of the British-designed jets.

A BAe spokesman confirmed that the company was in contact with India about a possible purchase.

Selection of the plane by the Indian Air Force would reinforce the Hawk's position as the world's most successful trainer jet. An order would help safeguard jobs at BAe's plants at Brough, Humberside, and Warton, Lancashire, and provide business for component suppliers, including Rolls-Royce, the aeroengine company.

The first batch of Hawk planes, perhaps 25, would probably be assembled at Warton. The remainder would almost certainly be built by Hindustan Aeronautics Limited (HAL) in India.

HAL's Bangalore plant builds BAe Jaguar strike fighters under licence, as well as Rolls-Royce Adour engines to power them. The Hawk engine is also based on the Adour, and selection of the British trainer would offer the Indian Air Force economies in both production costs and maintenance. According to Reuters, Indian officials said this was a "major factor" in the plane's selection.

A Hawk aircraft was demonstrated to the Indian Air Force in January on its way back from the Singapore Air Show. India has been seeking an advanced trainer since 1986 to bridge the gap between its existing trainers and sophisticated front-line warplanes, including Mirage 2000, MiG-29 and Jaguar flown by its pilots.

According to Reuters, Hawk was chosen in preference to the Alpha Jet from Dassault of France, the Dornier trainer of Germany's Daimler-Benz, and the American F5F Northrop. More than 700 Hawks have been ordered or built, including 300 which are being manufactured for the United States Navy by McDonnell Douglas of America.

In addition to the Jaguar programme, which may be coming to an end, BAe has supplied 27 Sea Harriers to

the Indian Navy, and is in talks about supplying further planes.

Three versions of the Hawk have been developed: the Hawk 60 trainer, the Hawk 100 trainer, with ground attack capability, and the Hawk 200 fighter. India is expected to buy a tailor-made version incorporating features of the Hawk 60 and Hawk 100.

In addition to Britain and America, the Hawk has been bought by 11 countries. In total, BAe plants, which also work on other aircraft programmes, employ almost 11,000 people.

## Ricardo chairman resigns

ROGER Smedley, who masterminded the 1990 merger of Ricardo International and SAC, two engineering consultancies, has resigned as chairman and chief executive of the enlarged group.

Mr Smedley, 57, who founded SAC, had intended to hand over the running of Ricardo to a new team but to stay as chairman. However, the prospect became increasingly unpalatable for both parties. Mr Smedley had a three-year rolling contract; compensation is being negotiated.

Sir Philip Foreman, a non-executive director for six years, becomes chairman and Christopher Ross takes over as chief executive.

Mr Ross, formerly managing director of Molins, joined the Ricardo group in November 1990 and heads Ricardo Consulting Engineers. He joined Ricardo's main board last December.

The merger with SAC initially boosted Ricardo's profits but the results for the six months to December showed interim profits halved from £2.5 million to £1.2 million.

The group says it "continues to trade satisfactorily in difficult conditions". The shares fell 2p to 99p.

John Thomson will retire as chairman of London and Manchester, the life assurer, at the 1993 annual meeting. He will be succeeded by David Hubbard, a non-executive director who is also chairman of Powell Duffryn.

## National Westminster Bank

National Westminster Bank announces that with effect from Tuesday 16 June 1992 the following Overdraft and Loan rates will be reduced as under:

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TI GROUP







## Markets wonder if EMU will fly

Considering the magnitude of the issues at stake, yesterday's market reaction to the possible collapse of the Maastricht Treaty was notable for its relaxed moderation. The currency markets, where the greatest impact might have been expected, put on an unconvincing show of enthusiasm or panic (depending on which side the trader in question was positioned overnight) for an hour or two in the morning, but once the Danish central bank raised its interest rates to protect the kroner, the speculation on an ERM realignment died down.

The bond markets reacted rather more violently, with gilts and other high-yield European markets losing between a half and three-quarters of a point. But even these losses hardly registered on the Richter scale of market upheavals. The question now is whether yesterday's reaction was just the prelude to a full scale re-rating, in which case further severe pressure on the ERM, and big losses in the British, Italian, Spanish and French bond markets would seem inevitable. Or will the Danish referendum turn out to be little more than a storm in a teacup?

There are at least two arguments for taking the Danish vote with a pinch of salt.

Firstly, and most plausibly, the other 11 EC members will simply ignore the Danish vote and continue to move along the road towards EMU, as laid down in the Maastricht Treaty, ignoring the Danish vote. While this might technically be illegal under the Treaty of Rome, it would not be the first time that European governments had bent the Community's rules to suit their practical objectives. When the time comes to take the first practical actions on EMU, the setting up of the European Monetary Institute in January 1994, Denmark might be given a second chance to vote on membership. Alternatively, Denmark, along with any other countries that failed to ratify the Maastricht Treaty, could simply be excluded and EMU could go ahead for a smaller community of 11, nine or seven nations that were willing and able to take part.

Secondly, there is the possibility that EMU does not matter very much. It could be that European governments will preserve stable currencies and keep their inflation at around German levels, even without the prospect of EMU on the political horizon or the peer-pressure exerted by their European partners. This view is widespread in the City as regards sterling and the gilt-edged market. But French analysts and politicians are equally adamant about their commitment to the "franc fort" policy, and even in Italy, public opinion may now be ready for austerity.

One or other of these arguments is quite likely to prove valid, in which case the business and financial community should not suffer too much long-term fallout from the Danish vote. But there are some darker possibilities, which are less likely, but cannot be ignored. Suppose a subgroup of EC countries ignored Denmark and soldiered on with EMU. This would create a two-tier community, which would be politically attractive since it would allow countries like Denmark and possibly Britain, as well as new Scandinavian members, to choose the amount of sovereignty they wanted to delegate to Brussels. But how long would it be before members of the inner core decided, quite reasonably, that they should stop subsidising Danish farmers as lavishly as their own? The principle of opting-out might gradually infect other aspects of community policy and ultimately, the whole concept of free movement and trade. The faith in free trade and competitive open markets is still a very tender plant in many community countries, including not only notorious protectionists like Greece and Italy, but also France and Spain. The greatest danger of Denmark opting out of Maastricht, is that a two-tier community would cease to be a community at all.

The merchant bank is leading a group of UK investors in a bid to tap the republic's potential for tourism, reports Jon Ashworth

People have been talking about investing in South Africa for months. Political change has cleared the way for it. The country desperately needs new money to stimulate its economy and curb runaway unemployment and accompanying crime.

Now, at last, a British-led consortium has taken the plunge. No joint-ventures, no token buying of shares on the Johannesburg Stock Exchange. This is a serious investment that could set the tone for others to follow.

Hambros, a merchant bank that has ties with South Africa going back 50 years, has raised £12 million to invest in the Conservation Corporation, a company which intends to tap into the vast tourist potential of the region without harming the environment. Martin Currie, a Scottish fund management group, and a group of trusts associated with the American Getty family have joined with Hambros in investing £5 million of the total. South African institutional investors have added the rest.

The fund-raising is thought to be the first international issue of unlisted equity by a South African company in ten years. Most of the money is destined for Phinda, a new game reserve in an undeveloped part of northern Natal. It will be used to build luxury game lodges and to restock the land with lions, leopards, buffaloes, elephants and rhinoceroses.

Tourism is one of the greatest money-spinners for South Africa. Most visitors spend a few days at the Kruger National Park or at an exclusive lodge such as Mala Mala or Londolozi.

Phinda is different: it lies inland of a coastline rarely visited by tourists. Guests will be able to scuba-dive by day and spot game from the back of a truck by night. The Conservation Corporation is counting on this "surf and safari" tag to fill its £110 a night lodges. High occupancy is crucial and sceptics will watch to see whether the experiment works.

Jonathan Klein, the Hambros director who led the fund-raising team, has had his work cut out. Convincing sceptics to invest in South Africa is hard enough. It does not help when the project is caught up in South Africa's biggest financial collapse.

The initial funding for Phinda was provided by Masterbond, a property finance company that sold debentures over marinas and other property developments, offering "guaranteed" rates of return. Masterbond was placed in receivership, in October 1991, after the value of property assets fell short of the value of the portfolio. Thousands of elderly investors were caught up in the collapse. At

# Hambros hunts big game returns in South Africa



Paradise for profits? South Africa faces scepticism in winning investment, despite its clear attractions

the time of the Conservation Corporation's launch, much play was made of the appointment of Koos Jonker, chairman of Masterbond, as a director. He has since resigned but an early prospectus included references to his "entrepreneurial acumen, and leisure and property analysis skills".

None of this helped Mr Klein's efforts to raise money for the corporation, which began a month before Masterbond collapsed. The company has bought Masterbond out and cut all ties, but the association with a high-profile financial collapse made fund-raising more difficult.

To make matters worse, a promotional video for Phinda included an introduction by David Jones, who was director, at the time of filming, of London Zoo. Mr Jones was relieved of his post in February by the Zoological Society of London. The publicity was unwelcome at a time when Hambros was trying to persuade investors in London and Edinburgh to part with their cash.

Investment in South Africa is fraught with difficulties. Inflation of 16 per cent eats up profits as fast as they are produced. Exchange controls restrict capital movement. The African National Congress is opposed to investment until an interim government is in place. The ANC appears to have given tacit approval to the Phinda fund-raising because it

will create jobs in local communities and pump resources back into the land. This type of investment is in line with draft ANC economic thinking.

Fund managers in London and New York are free to buy shares on the Johannesburg Stock Exchange but are unlikely to do so in great numbers until the stockmarket's liquidity improves.

Most shares are held by a handful of life assurance companies and pension funds and a chain of interlinked shareholdings has clogged up the market. That leaves investment in venture capital projects. Hambros has devised a complex method of entry for British and American investors.

In 1985, South African companies stopped paying interest directly on loans provided by foreign banks. A compromise known as the first interim arrangement was negotiated under which the Reserve Bank agreed to continue interest payments but rescheduled capital repayments at a rate of 3 per cent a year.

Local companies with foreign loans continued to pay capital and interest, but to the Reserve Bank rather than to their foreign lenders. Stockpiles of hard currency built up and the Reserve Bank, keen to put the money

to work, made it available to foreign investors on certain conditions. Hambros will use the international funds to buy a tranche of debt at an agreed rate of interest and with a fixed repayment date. A holding company on the Isle of Man will lend the money to the Conservation Corporation, and the interest on the loan will be distributed as dividends to international investors. The return to the investor is a combination of these dividends and capital growth.

Hopefully, investment in South Africa in the years ahead will be a far simpler affair. Hambros has shown that it can be done in present circumstances. Whether it will be successful remains to be seen, but revenues since the first Phinda game lodge opened in October are running 30 per cent ahead of budget.

The biggest danger facing the project is a drop in tourism. Up to 80 per cent of revenues will come from tourists visiting Phinda or two other parks which the Conservation Corporation has agreed to manage.

About 500,000 people visited South Africa last year but many of them were there to see family and friends. Lower air fares will encourage tourists to add South Africa to their agendas but political uncertainty must be removed if numbers are really to take off.

## More than sentiment in Maltese connection

The new peak of Anglo-Maltese relations marked by the Golden Jubilee of the George Cross Award and the visit to Malta by the Queen last week is not just a matter of sentimentality and nostalgia. The Mediterranean island's business relations with Britain are reaching a level not seen since the 1950s, when Dom Mintoff, the charismatic socialist, came to power and caused bruising conflicts with the British.

With the accession to power in 1987 of the nationalist government of Dr Edele Fenech-Adami, the comprehensive trading partnership with the UK, which has evolved over almost 200 years, once again prospered. Today, Britain is Malta's second-largest source of supply and third-largest export market.

In 1991, the two-way trade was estimated by the trade department in London at about £203.5 million — Britain supplied £162.7 million worth of goods and bought £40.8 million worth of Maltese products. The goods exchanged include a wide range of items such as foodstuffs and confectionery, motor vehicles, electronic equipment, heavy machinery, pharmaceuticals and clothing.

John Dalli, Malta's finance minister and former minister for economic affairs, told *The Times* that a main reason for the revival of business partnership with Britain is the fact that Malta has embraced a market culture in recent years, after the nationalists took over from the Labour party.

He said: "Since then, the private sector has been given incentives to flourish and our government has embarked on a programme of law-making to extricate the economy from Labour's strict controls."

The Industrial Development Act gave investors incentives such as ten-year tax holidays and low rents of factories; the International Business Act was aimed at developing the island as a financial centre with offshore banking facilities; and the Malta Freeport Act created a free trade area.

At present, about 50 Malta-based manufacturing companies are reported to have significant British equity participation. They include Dowty, Dedicated Micros, Stainless Steel Products Limited, Telecel, and Foster Clark products, to name but a few. These companies give employment to more than 6,000 people. Eleven British companies have set up shop in Malta in the last two years.

One of Malta's most ambitious projects, in which British interest is also present, is the Freeport. Its first terminal is managed by a joint venture between the Freeport Corporation and Maritime Transport Services Limited, set up by the former management of Felixstowe, one of Britain's most efficient ports.

The British account for about 50 per cent of all visitors to the island. Visitors from the UK, totalling more than 450,000 last year, are estimated to have contributed about £140 million to the island's economy.

THEODOR TREU  
Malta

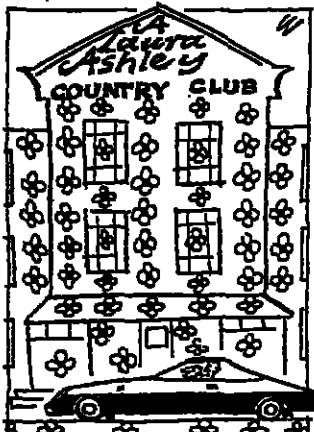
## THE TIMES CITY DIARY

### Honest approach

THE City will soon have a new specialised fund management company headed by Diana Barran, of Enskilda, who has decided to launch on her own at the end of the year. Barran, 33, has already given notice to Enskilda, which is looking for a replacement when she leaves, possibly in September. The move comes after two years running Enskilda's \$2.5 billion funds in London, a successful operation that Barran, who was previously with Morgan Grenfell, helped set up in 1990 after five years on Enskilda's broking side. Plans for her fund, she says, are at an "embryonic stage" given that she is still employed by Enskilda. However, she is hoping to set up an American-style hedged global performance fund. "The idea is that we would be able to charge fees only if the performance we promised is achieved," Barran says. "It's an intellectually honest approach to setting fees."

### Horses for causes

LUCAS Industries seems to have had trouble yesterday keeping the attention of the 30 or so analysts touring its Californian plants. The City chaps spent their flight watching the aptly named *Other Peoples' Money* and organising a \$200 sweepstake for the Derby. The chief gamblers were Mustapha Omar of Williams de Broe and County NatWest's Sandy Morris who drew winning horses, Dr Devious. With conservation all the rage, they are



giving half their winnings to a deserving Californian cause, but their suggestions so far — the Save the Californian Hippo Fund and the Jerry Brown 1996 Fighting Fund — are probably not quite what the gathering in Rio would have in mind.

### Thomson poached

UNFAZED by the loss of Richard White and Julian Glicher, its two top corporate finance men, who moved to English Trust last week, Clark Whitehill, the accountancy firm, has gone one better by poaching the pair's former boss, Peter Thomson, from Guinness Mahon. Thomson, 41, worked with White and Glicher at Lloyds Merchant Bank, where he was one of the team that advised the ill-fated European consortium in the Westland saga. A chartered accountant by training, Thomson has, nevertheless, been a merchant banker throughout his career, starting at Morgan Grenfell and ending up at Guinness Mahon for the past two and a half years.

He now hopes to move Clark Whitehill on from where his two protégés left off. "They very much started the firm's corporate finance effort," he says. "I feel I can bring some new thinking to the next stage."

A SIGN in three languages in the Swiss village of Chateau d'Oex shows the impossibility of arriving at common European standards. In English, it says: "Please do not pick the flowers." In German: "It is forbidden to pick the flowers." In French: "Those who love the mountains, leave them their flowers."

### Sculley tipped

DAVID Sculley, brother of John, who runs Apple Computer, is being tipped to take over the running of Heinz, the food group, when its former Rugby-playing Irish boss, Tony O'Reilly, stands down in two years. Sculley, a 45-year-old American, joined Heinz in 1974 after six years with Unilever. The two men are close friends. They play tennis together, talk almost daily and, in a recent interview, Mr Sculley said that had Mr O'Reilly been born an American, he would have made an "extraordinary" American president. With businessmen of independent means now the flavour of the month in the American presidential elections, O'Reilly would clearly have had all the right credentials. He stands to collect share options worth £68 million (\$123 million) from Heinz when he retires.

DEBRA ISAAC

## Sharing the facts on Eurotunnel

From the Chief Executive of Eurotunnel.

Sir, Today *The Times* said that I personally had "confirmed that the contractors have been offered shares as part of a settlement".

The record must be kept straight. My colleagues and I stated publicly in April that the idea of issuing a limited quantity of some form of equity-related paper to the member companies of TML as part of some possible future offer to settle their claims had been discussed — past tense. At no time have I confirmed that shares will be offered. We also stipulated that any such offer would be submitted to

our shareholders for prior approval.

It has been Martin Bouygues who has talked of taking our shares. As reported, his advice to the press on 26 May followed his statement that our shares might be worth little or nothing.

It is true that Eurotunnel is willing to co-operate with any Stock Exchange investigation into M. Bouygues' intentions in making those remarks. Yours faithfully, ALASTAIR MORTON, Chief Executive, Eurotunnel, Victoria Plaza, 111 Buckingham Palace Rd, SW1.

## Chargers charged

From Mrs D. Burrell

Sir, In the last month, two voluntary associations of which I am a member have been subject to greatly increased bank charges — more than 50% increases — by their banks (Lloyds and NatWest) without warning. When approached, both banks said that they proposed to treat the associations in future as small businesses. One of the banks said that they would be glad to lose the account, in fact. As neither association is profit-making, I question the legality of this, but am also saddened that this is another attack on the previous friendly relationship between local banks and those they used to serve. Yours faithfully, D. M. BURRELL, Highlow, Barn Piece, Box, Corsham, Wiltshire.

Letters to *The Times* Business and Finance section can be sent by fax on 071-782 5112.

## Missing the point on Lloyds' offer

From G. C. Power

Sir, Reference to the letter from Dr Keith Hampson (Business Letters, May 28), concerning Lloyds' proposed bid for the Midland Bank, may I suggest that, as a politician, he himself has mislaid the point which concerns so many of us, i.e. that the so-called institutions represented by pension fund managers and their ilk should not be allowed to remove one of the four main clearing banks in order to make a quick profit for themselves and their associates.

Surely no right thinking parliamentary member should support such a totally immoral and damaging action which would appear to be against the interests of such a large part of the electorate. Yours faithfully, G. C. POWER, The Coach House, Hollandsfield, Downs Road, West Stoke, Chichester, West Sussex.

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SELF: Monthly £9 £18 £27 £36 £45 £54 £63 £72 £81 £90 £99 £108 £117 £126 £135 £144 £153 £162 £171 £180 £189 £198 £207 £216 £225 £234 £243 £252 £261 £270 £279 £288 £297 £306 £315 £324 £333 £342 £351 £360 £369 £378 £387 £396 £405 £414 £423 £432 £441 £450 £459 £468 £477 £486 £495 £504 £513 £522 £531 £540 £549 £558 £567 £576 £585 £594 £603 £612 £621 £630 £639 £648 £657 £666 £675 £684 £693 £702 £711 £720 £729 £738 £747 £756 £765 £774 £783 £792 £801 £810 £819 £828 £837 £846 £855 £864 £873 £882 £891 £900 £909 £918 £927 £936 £945 £954 £963 £972 £981 £990 £1000  
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## Shares and gilts retreat

**ACCOUNT DAYS:** Dealings began June 1, Dealings end June 12. \$Contango day June 15. Settlement day June 22. \$Forward bargains are permitted on two previous business days. Prices recorded are at market close. Changes are calculated on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

[illegible]

221	170	Talsare	210	-1	1.5	1.0
260	473	Talsara Chem	469	-3	...	1.0
44	31	Tec Hldgs	40	-1	...	...
95	61	TCR	64	-1	...	4.1
95	53	Teckley (S)	48	-5	3.3	1.0
170	85	Tecor	170	...	3.2	2.5
150	40	Teconics	492	-12	4.8	2.7
165	109	Teconrad H	136	-4	9.2	9.0
161	103	Teo-A	134	-4	...	...
154	266	Teosper Tech	488	...	...	3.6
519	140	Tetrafin Lloyd	162	...	7.0	5.6
228	165	UniChem	205	...	5.0	2.9
330	250	Unidare	326	...	...	5.9

947	5375	Unlabeled (NV)	5637	+12	...	2.9	1
455	265	YSEL	494	+36	25.0	7.6	1
15	94	Verson	7	...	1.0	...	...
188	134	Vickrzn	160	+3	6.0	5.0	3
283	253	Virtun	353	...	6.6	3.1	1
294	340	Vuiper Theory	395	...	11.3	5.1	1
70	50	WSP Hlids	355	...	2.9	7.8	7
67	30	Wagen Ind	466	...	17.0	7.7	1
46	32	Wailen Greenish	73	...	3.1	5.7	1
125	170	Wardner Howard	730	...	5.9	2.5	1
385	228	Wastul	183	+2	...	1.5	2
34	34	Wardner Wldgen	29	...	...	...	...
579	435	Weld	572	+3	10.5	2.4	1

445	215	Whamam	445	...	8.7	2.6	1.1
339	210	Whasee	300	-	1	1.1	1.1
34	17	Whaway	23	...	2.0	11.6	1.1
143	77	Whicoror	131	...	...	10.2	2.2
12	9	Whidney	10	...	...	...	...
107	130	Whiters (James)	146	-	10.0	9.1	...
1	...	Whitire Go	150	...	...	...	...

[illegible]

57	30	Trade Indemnity	40	-	-	-	-
390	305	Ud Friendly	394	-	1	12.3	4.3
274	221	Willis Corroon	260	-	3	13.2	6.8
21	14	Windsor	18	-	-	-	66

### INVESTMENT TRUSTS

1438	1288	Alliance	1413	-	4	43.0	4.1
194	166	Amer Trust	178	-	1	4.8	3.6
291	254	Afr & O'Neas	275	-	1	6.4	3.1
119	95	BZK Comm	115	-	5	7.7	8.7
	13	UJ		-	-	-	-

172	136	Bryer Stalk	167	-1	2.0	1.56
88	74	Br Assets	141	-	-	0.8
77	48	Br Assets Sec	99	-	0.8	2.0
17	48	Br Writs	131	-	-	0.8
57	605	Br Inv	591	-	32.5	3.8
1530	1520	City & Comm	1510	-13	-	-
106	152	Coml Aff	160	-	1.2	1.0
230	197	Derby Inc	215	+1	18.4	11.4
200	150	do Cap	190	-	-	-
91	73	Dragon Asia	85	-	0.7	1.1
96	64	do Asia Chip	72	-	0.4	1.3
206	144	do Cors	176	-	1.48	1.0
93	93	do Ind	93	-	1.3	1.1
93	23	do Ind F&E	81	-	1.4	1.9

Year	Company	Revenue	Profit	Assets	Liabilities	Equity
1994	Starbucks	124	12	124	0	124
1995	Dunelm's	1	25.4	1	0	25.4
1992	Go Wide	48.1	-1.5	25.4	0	25.4
1978	Dunelm's & Ton	23	1	120	5.4	24.6
1991	EPN Inc Tst	54	5.9	120	0	120
1990	Dr. P	48.1	0	48.1	0	48.1
1997	Edinburgh	243	8.0	4.4	0	4.4
1993	English Son	152	3.0	3.0	40.1	40.1
1995	English Son	77	0	0	0	0
1992	Carroll & Co	22	2.2	2.2	0	2.2
1994	Pinstrip	104	2.8	1.7	35.7	35.7
1991	Flamingo	185	2	1.2	0.9	0.9
1995	Clavier	362	1	10.5	3.7	37.7
1991	Entp	161	4.3	1.6	33.8	33.8

106	103%	do	Hill Inc	98	-1	5.8	7.9	...
164	100	do	Japani	141	-3	...	...	...
257	211	do	Merc	254	-1	6.7	25	66.2
196	161	do	Shers	187	-1	4.0	3.9	...
185	181	do	Shers	187	-1	4.0	3.9	...
185	181	do	Shers	187	-1	4.0	3.9	...
172	146	do	Foreignt	179	-2	1.1	24	52.6
100	40	do	Eurost	170	-2	1.1	0.9	...
100	40	do	German	91	-1	0.4	0.6	...
140	153	do	Pacific	174	-1	1.2	1.3	...
111	91	do	Smaller	105	-1	...	2.2	53.6
225	27	do	GT Japan	168	-1	1.1	0.9	...
7	65	do	Cons Cas	130	-1	...	...	...
123	100	do	...	...	-1	10.4	11.6	11.1
91	91	do	Genet Am Smr	126	-1	...	...	...

319	20	20	Greentree	118	...	81	26	39.2
28	14	24	Greenham House	20	...	10	...	...
38	31	31	Independent Ltd	35	...	0.4	17	62.6
122	95	119	Inv Cap	116	-	1	...	...
66	75	46.5	U.V. smtr	80	1	2.0	31	21.3
146	139	139	Kidswen Can	137	...	5.0	42	28.7
151	151	-	Dea	195	...	3.2	28	46.7
121	121	121	Dea smtr	120	...	4.8	34	28.7
507	473	473	Dea Debutante	505	-	17.5	48	28.7
515	507	507	Mareide	312	...	9.0	38	31.0
225	186	186	Merchants	232	...	3.3	33	29.6
390	2512	2512	Merrill Lynch	2681	-	12	...	...
371	724	724	Moria Ltd	364	...	6.7	25	...

Stock	Price £	wt.	Int yld %	Grs yld
Treas 13% 2006-08	127.6	-1%	10.39	9.25
Treas 7% 2009	62	-1%	5.70	5.01
Corp. 9% 2011	100.7	-1%	5.93	5.91

Each 12% 2013-17	12% +	-1%	0.33	0.97
<b>UNDATED</b>				
Consols 2%	2%	-%	9.11	..
Treas 2%	2%	-%	9.17	..
Treas 3%	3%	-%	9.24	..
Corp 3%	6%	-%	5.63	..
Consol 4%	4%	-%	9.22	..
War LS 3%	3%	-%	9.03	..
<b>INDEX-LINKED</b>				
Treas 11.2% 1994	12%	-	2.73	4.04
Treas 11.2% 1994	13%	-	1.79	4.04

Year	1975	1980	1985	1990	1995	2000	2005	2010	2015	2020	2025
Trans H.2, % 2000	18%	-	-	4.11	-	-	-	-	-	-	-
Trans H.2, % 2005	19%	-	-	6.15	-	-	-	-	-	-	-
Trans H.2, % 2010	13%	-	-	4.15	-	-	-	-	-	-	-
Trans H.2, % 2015	18%	-	-	4.15	-	-	-	-	-	-	-
Trans H.2, % 2020	11%	-	-	4.14	-	-	-	-	-	-	-
Trans H.2, % 2025	12%	-	-	4.12	-	-	-	-	-	-	-
Trans H.2, % 2030	11%	-	-	4.11	-	-	-	-	-	-	-
Trans H.2, % 2035	9%	-	-	4.09	-	-	-	-	-	-	-

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**DAILY DIVIDEND**  
**£2,000**

1992		Low Company		Price	%	Nat	%	P/E
High	Low							
62	12	Timothy Europe	40	+	1	...	90	
87	152	Woodside	163	+	...	1	90.2	
3%	2	NCL Source	3%	...	...	...	...	

PAPER, PRINT, ADVTG								
261	105	APT	108 7	...	...	51	57.5	
100	145	Adia Telemedia	...	...	...	...	...	
220	90	Wiggins	26	-	1	83	27	114
604	38	Alphabet News	499	...	...	8.4	27	18.8
100	100	Adia	...	...	...	...	...	
149	17	RSADvision Corp	13	+	...	1.5	...	...
17	10	Adia	...	...	...	...	...	
172	105	Adia Consol	162	...	...	6.8	18.3	
100	100	Adia	...	...	...	...	...	
220	80	BNB Inc	31	-	3	4.9	8.1	9.5
100	100	Bradley	229	12	...	11.7	6.4	...
100	100	Adia	54	...	...	...	...	

62	42	City of Los Angeles	45	1	1	90	1
63	42	County of Los Angeles	45	1	1	90	1
64	42	City of Los Angeles	45	1	1	90	1
65	42	County of Los Angeles	45	1	1	90	1
66	42	City of Los Angeles	45	1	1	90	1
67	42	County of Los Angeles	45	1	1	90	1
68	42	City of Los Angeles	45	1	1	90	1
69	42	County of Los Angeles	45	1	1	90	1
70	42	City of Los Angeles	45	1	1	90	1
71	42	County of Los Angeles	45	1	1	90	1
72	42	City of Los Angeles	45	1	1	90	1
73	42	County of Los Angeles	45	1	1	90	1
74	42	City of Los Angeles	45	1	1	90	1
75	42	County of Los Angeles	45	1	1	90	1
76	42	City of Los Angeles	45	1	1	90	1
77	42	County of Los Angeles	45	1	1	90	1
78	42	City of Los Angeles	45	1	1	90	1
79	42	County of Los Angeles	45	1	1	90	1
80	42	City of Los Angeles	45	1	1	90	1
81	42	County of Los Angeles	45	1	1	90	1
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91	42	County of Los Angeles	45	1	1	90	1
92	42	City of Los Angeles	45	1	1	90	1
93	42	County of Los Angeles	45	1	1	90	1
94	42	City of Los Angeles	45	1	1	90	1
95	42	County of Los Angeles	45	1	1	90	1
96	42	City of Los Angeles	45	1	1	90	1
97	42	County of Los Angeles	45	1	1	90	1
98	42	City of Los Angeles	45	1	1	90	1
99	42	County of Los Angeles	45	1	1	90	1
100	42	City of Los Angeles	45	1	1	90	1

[illegible][illegible]

37	33	Remembrance	748	7	20.5	0.9	18.4
38	34	Remembrance	748	7	20.5	0.9	18.4
39	35	Remembrance	748	7	20.5	0.9	18.4
40	36	Remembrance	748	7	20.5	0.9	18.4
41	37	Halloween	748	7	20.5	0.9	18.4
42	38	Halloween	748	7	20.5	0.9	18.4
43	39	Halloween	748	7	20.5	0.9	18.4
44	40	Halloween	748	7	20.5	0.9	18.4
45	41	Halloween	748	7	20.5	0.9	18.4
46	42	Halloween	748	7	20.5	0.9	18.4
47	43	Halloween	748	7	20.5	0.9	18.4
48	44	Halloween	748	7	20.5	0.9	18.4
49	45	Halloween	748	7	20.5	0.9	18.4
50	46	Halloween	748	7	20.5	0.9	18.4
51	47	Halloween	748	7	20.5	0.9	18.4
52	48	Halloween	748	7	20.5	0.9	18.4
53	49	Halloween	748	7	20.5	0.9	18.4
54	50	Halloween	748	7	20.5	0.9	18.4
55	51	Halloween	748	7	20.5	0.9	18.4
56	52	Halloween	748	7	20.5	0.9	18.4
57	53	Halloween	748	7	20.5	0.9	18.4
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74	70	Halloween	748	7	20.5	0.9	18.4
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83	79	Halloween	748	7	20.5	0.9	18.4
84	80	Halloween	748	7	20.5	0.9	18.4
85	81	Halloween	748	7	20.5	0.9	18.4
86	82	Halloween	748	7	20.5	0.9	18.4
87	83	Halloween	748	7	20.5	0.9	18.4
88	84	Halloween	748	7	20.5	0.9	18.4
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90	86	Halloween	748	7	20.5	0.9	18.4
91	87	Halloween	748	7	20.5	0.9	18.4
92	88	Halloween	748	7	20.5	0.9	18.4
93	89	Halloween	748	7	20.5	0.9	18.4
94	90	Halloween	748	7	20.5	0.9	18.4
95	91	Halloween	748	7	20.5	0.9	18.4
96	92	Halloween	748	7	20.5	0.9	18.4
97	93	Halloween	748	7	20.5	0.9	18.4
98	94	Halloween	748	7	20.5	0.9	18.4
99	95	Halloween	748	7	20.5	0.9	18.4
100	96	Halloween	748	7	20.5	0.9	18.4

20	Pagano	26	-2	226.31
21	Palmer	26	0	226.31
22	Palmer	26	0	226.31
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100	Palmer	26	0	226.31

[illegible]

81	Offer 25	116	47	44	35	117
82	Particulars	80	7	2	5	118
84	Residuals	819	4	14	58	...
85	...	...	...	...	...	...
87	Share	49	...	5.1	76	148
88	...	...	...	...	...	...
89	...	...	...	...	...	...
90	Standard	29	...	3.2	37	33.9
91	...	...	...	...	...	...
92	Transitions	206	...	11.5	50	34.7
93	West Time	29	...	0.2	81	15.3
205	Yearly	255	...	9.7	51	...

TOBACCO						
608	BAT	108	-8	33.6	55	70.2
1000	Refurbish	7	-12	18.5	23	12.0

TRANSPORT						
302	Assoc Rn Ports	422	...	...	...	...
313	Sea	...	...	1.0	26	22.1
315	Advantage	...	...	...	...	...
120	Charles	141	...	3	6.0	76
140	...	...	...	...	...	...
348	Sturrock	362	...	...	...	...

[illegible]

230 Oregon West	412	1	6	1.0	6.2
232 Tennessee West	444	...	...	5.8	8.1
233 Welsh Water	...	...	...	19.5	5.7
236 Virginia Water	335	+ 3	17.3	4.9	4.0
230 Yorkshire W	463	- 1	17.7	5.1	8.3

234, = Price at suspension; 1 Ex dividend; 1 Ex  
 1 Ex region water; 1 Ex all; 0 Ex capital  
 dividend; = Purchase or report omitted; ... No  
 recent data.

مكتبة من الاصل



## Ashley will spend £15m on second US country club

FROM PHILIP ROBINSON IN NEW YORK

SIR Bernard Ashley, who no longer runs the UK floral fabrics chain that he built with his late wife, Laura, is putting up £15 million of his personal fortune to build one of America's most exclusive country clubs. Its golf course is designed by Arnold Palmer and club membership is by personal invitation only.

Sir Bernard, still Laura Ashley's chairman and whose personal fortune is tied to his 60 per cent ownership of the group, turned over management control to James Maxmin, 50, eight months ago. He is now concentrating on bringing round the group's most serious problem area, America. Sales of the Laura Ashley chain plunged soon after the death of Ms Ashley in 1985. The group went into the red in the late eighties and had three chief executives in a year.

### Embassy proposals 'in July'

By MICHAEL TATE

SHAREHOLDERS in the Embassy Property Group can expect details of their board's refinancing proposals by the first week in July. In the meantime, they face a further delay in publication of the interim results for the six months to last September. In a statement to the Stock Exchange, prompted by a doubling of the Embassy share price this week, the company said it expected to issue a circular "within four weeks".

The proposals, which have already taken more than a year to put together, would have "significant implications" for the profit and loss account for the year ended last March, the statement added, and it would, therefore, be "misleading" to publish the interim results at present.

Embassy's shares have climbed from 3p to 7p this week and it has emerged that an 11.25 per cent stake has been acquired by Farbridge Limited, a Newcastle-registered investor, which now has a total shareholding of 13.08 per cent.

Stephen Goschall, a director of Embassy, said he had no knowledge of Farbridge's identity. "As you can imagine, we are attempting to find out more," he said.

While Mr Maxmin sorts out the family business, Sir Bernard is building his second country club hotel on America's east coast. Two years ago, he paid £3 million for the 600-acre property known as Keswick Country Club, near Charlottesville, Virginia, on which he plans to open an 18-hole golf course, build a 48-room hotel costing from £100 to £250 a night, and up to 100 homes selling for between £102,000 and £163,000.

Keswick Club introduction fees will range from £2,700 to £14,000 plus an annual payment of £700. A spokesman for Ashley House Inc, Sir Bernard's private American company, says the Ashley store chain is not involved in the development, but that the English country style of the hotel will include many Laura Ashley items.

Meanwhile, Mr Maxmin, who once sold soap door-to-door for Unilever but was most recently a senior executive with Thorn EMI, is cutting US costs and attempting to establish Laura Ashley as a global brand name similar to a strategy used by Walt Disney. In February, he recruited Donna Moore as the new president for North America. She spent four years with Disney stores as they expanded from scratch to 123.

Mr Maxmin will emphasise Ashley's accessories, home furnishings, gifts and mother-and-child products. Dresses, which analysts say never caught on in the US, will receive less promotion. Confounding critics who say 185 stores in the US is too many, Mr Maxmin will open five more towards the end of this year, but close those within department stores.



Exclusive: Bernard Ashley takes to the country

## Bringing in S Africa's harvest

Michael Hamlyn hears Derek Keys, South Africa's recently appointed finance minister, outline the stern challenges that confront him in his new post

THE drought in South Africa has just taken a turn for the worse, according to Derek Keys, the country's finance minister. He disclosed that expectations that the current harvest would be 22 per cent of normal have been revised downwards. The parched crop will now amount to only 16 per cent of normal.

Mr Keys, telling foreign correspondents of the problems he faced as a brand-new finance minister, said there were three things afflicting the South African economy that he could do nothing about.

One was the drought, the worst this century, forcing the country to import grain instead of modestly exporting it. It was having a pronounced effect on the countryside, and a generally depressing effect on business confidence.

"Farming and mining are the two flywheel sectors," he said. The second was the terms of trade. The bargaining power of the three great centres of development in the world — the Pacific rim, Europe and the Americas — has increased during the past decade, and commodity prices in general have fallen by some 30 per cent since 1980. Supplying countries, such as South Africa, have accordingly been making significant contributions to the growth of the developed countries and to their lower rate of inflation.

Terms of trade have also been hit by sanctions, the principal effect of which has been to create an additional discount on commodity prices. Mr Keys estimated that in the case of coal exports the extra discount was 10 per cent.

The third factor has been the price of gold. South Africa produces close to 20 million ounces of gold a year. "If the

price of gold goes down by 70 dollars an ounce, as it has over the last couple of years, that wipes out an awful lot of good things that the economy might have done in the meantime," said the minister, who until last year was a highly successful businessman, running Gencor, a mining subsidiary of Anglo American.

Turning to items that he could do something about, he identified the restoration of the balance between direct taxation jacked upwards by fiscal drag and indirect taxation forced downwards by street protests against VAT.

The level of interest rates, which were having a disincentive effect on investment, would have to be tackled, but he insisted that the way to tackle them was by tackling inflation. This was "indiscreetly confused" by the drought, discounted ahead, and by a current row over the validity of the food price index.

Mr Keys, who was made finance minister a month ago after the collapse from dis-

**'If gold goes down 70 dollars, it wipes out a lot of good things the economy might have done.'**

haustion of Barroo du Plessis, also said he would seek action on areas where he would need co-operation of other sections of the population.

First, unemployment — "We have to have sensible wage bargaining," he said.

Second, the low level of investment — "If this country wants to grow at a rate which keeps pace with the birth rate then it has to invest over a quarter of its gross domestic product," he said. At present the gross investment (including wear and tear replacement of about 16 per cent) was only 18 or 19 per cent. The real investment figure was thus only about 3 per cent of GDP, "laughably small".

The government can raise investor confidence by having



In the hot seat: Derek Keys faces problems

policies that are predictable and transparent, he said, and by making it clear to businessmen that if they get into difficulties that the government will be in their corner. Mr Keys called urgently on the black majority of the country's population to "stop the economic civil war". By that he meant one part of the population calling for sanctions to be taken off, and the other part urging that they should stay on, one part of the population working for increased productivity while the other part decides to make political gestures and not go to work. "It is one part of the population trying to advance mortgage finance for black housing and the other part of the population deciding not to make repayments. There is no way we can get this country on a respectable growth path if the economy remains the main arena in which differences are registered."

Mr Keys, 60, has one of the

most difficult jobs in the government. He now has to control the next public spending round in South Africa, which will have a heavy impact on all he is trying to do. As a businessman, of English background, he has no political power-base within an almost entirely Afrikaner cabinet and civil service.

He has no political experience of the task that faces him, either. And he now has to try to rein back the demands of ministers who increased their spending by 17 per cent this year, and will feel even more urgency in next February's budget.

But observers reckon that he may be one of the ministers in the de Klerk government who might well survive into a government of transition to a new democratic South Africa. "If he goes it will be a very bad signal to the business community," said one. That may well be his strength in dealing with his cabinet colleagues.

## Belling to make 1,000 workers redundant

By OUR CITY STAFF

MORE than 1,000 redundancies have been announced at Belling, the cooker producer that went into receivership last Friday.

KPMG Peat Marwick, the receivers, said 805 jobs would go at the company's site in Enfield, north London, where manufacturing will cease. There will be a further 260 redundancies at a factory in Burnley, Lancashire, bringing jobs lost to 1,065 out of a total workforce of 1,250.

Just under 150 employees will be kept on the payroll at Enfield, to provide servicing, and 40 will remain at Burnley, where components are made.

Paul Jeffery, one of the joint receivers, said costs had to be contained while a buyer was sought. The long-term aim was to sell the business as a going concern and "it is possible that the purchaser may re-employ some of the workforce".

He added that although manufacturing of the Belling range had been halted, "we remain committed to supporting the brand".

Roger Butler, Amalgamated Engineering and Electrical Union executive member for London, said: "Our worst fears have been confirmed." Members were angry that the union had not been consulted over the redundancies.

The company has been making electric cookers since 1910. It blamed its failure on the recession.

Employees being kept on include service and maintenance engineers, administration staff and enough production workers to complete manufacturing already in progress.

Mike Seery, joint receiver, who is at KPMG Peat Marwick's Preston office, said: "The decision to cease manufacturing at Enfield meant that Burnley had no choice but to cease production of its components."

There are no plans to sell off equipment or machinery while the receivers continue to seek a buyer for the company.

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# ACCOUNTANCY TIMES

## Aristocracy's accountant targets Golden Triangle in Yorkshire

By PAUL WILKINSON

**S**affery Champness, accountants to the aristocracy, is already claiming success just five months into its campaign to win new business among the old and even new money of northern England.

The firm, with a reputation akin to that of Cazenove's in the City for its blue-blooded client list and unswerving discretion in dealing with them, has targeted the northern brass of Yorkshire's so-called Golden Triangle. That is an area bounded by York, West-erby and Harrogate, calculated to contain more per acre of the "super-rich" — those worth a minimum £20 million — than anywhere in the UK outside Mayfair and Bel-gravia.

Keith Weston, the partner heading the Yorkshire office which opened last January, says that they have doubled the fees for new accounts set in their business plan for the first 10 months. Total annual income is expected to be about £1 million this year. He is already working on a huge-ly expanded triangle with Newcastle, Lincolnshire and Merseyside as its points.

In keeping with its per-ceived status, Saffery chose the spa town of Harrogate with its manicured flower beds and "countryside" feel for its home, avoiding an obvious but less prestigious base in Leeds. However, Mr Weston is quick to acknowledge the high quality and spread of experience available there. "Harrogate is just right for



Wealth protector: Keith Weston's company has a Yorkshire home in keeping with its status

the sort of clients we are looking for", he said. "We are closer to the people we are serving, yet Leeds is only 20 miles away and there are people there every bit as good as you can find in London."

Out of the firm's ten branches only three are north of Cambridge and two of those are in Inverness and Edinburgh, so the new office plugs a huge hole in Saffery's national net. Another is planned for Cheltenham in 1993.

Last year, the company, which can trace its roots to 1855, was placed 20th out of the country's top 30 with an estimated gross fee income of £16.3 million. Clients have included Britain's richest

man, the Duke of Westmin-ster and the Hartwells, one-time owners of the *Daily Telegraph*, but Mr Weston points out that Saffery is also, those self-made men whose fortunes found dynasties.

Although the company prides itself on its blue-blood reputation, Mr Weston says its recruitment policy reflects its client spread and there is no public-school only policy. Mr Weston himself is proud to be a grammar school edu-cated carpenter's son from Beaconsfield who became a high flyer.

Now aged 38, he joined the company when he was just 22 and was a partner at 28. To

set up in Yorkshire Safferys bought in local experience by offering a partnership to Gordon Crosswhite, an account-ant with an established Harrogate firm.

A typical client is a member of the landed gentry, with a family estate to run, its long-term viability to ensure and inheritance tax to avoid. Safferys has little interest in corporate work, although it does look after private, family-run concerns. It specialises in "wealth protection strat-egies".

"I suppose you could say one of our aims is to turn new money into old. We some-times have to deal with self-made men who are deter-

mined their children will not have to come up the hard way like they did. As a result, the next generation occasionally has no idea of the value of money and blows it. We call it clogs to clogs," says Mr Weston.

Like John Major, he wants to see wealth "cascading" through the generations. "We try to ensure the money can be passed on. With the older families there is an under-standing of that, but not so with the newer millionaires. One of the things we try to do is ensure the sons and heirs do not get it all until they are 35. By that time they have got all the Ferraris and frilly skirts out of their system."

## Real world lost in Cadbury's Arcadia

**W**HEN the findings of the Cadbury Report on corporate governance were officially unveiled to the press last week the event took place, as is usual, in a hired hotel meeting room. Sir Ron Dearing, chairman of the financial reporting council, gave the opening presentation in his characteristic clear, calm and persuasive way.

What he should have done was looked over his shoulder. Behind him in the hotel suite was a large painting of what appeared to be Arcadia. Had he studied that he might have phrased some of his comments differently. There were times when the simplicity and innocence of the committee's proposals seemed to reflect the carefree pastoral assumptions of the classical land-scape rather than the somewhat tougher corporate world of the UK.

The Cadbury Report will, if it is effective, be hated by company directors. It is a further example of the pushing back of the freedom of company directors as the recession forces more and more of the consequences of, at worst, corruption and at best, laxity of management responsibility, into the open.

The Institute of Directors, unlike other organisations which had representatives on the committee, issued no statement welcoming the report. The president-elect of the Institute of Internal Auditors, got it right when he said that "the groundswell in major companies is not for this at all. They are going to be forced to do it."

But this is unlikely. Tradition-ally if any "forcing" is threatened on the corporate governance front it is costly outlandish by general words of warning from the great and the good followed by a hope that the issue will be forgotten.

The key to the Cadbury Report initially is the Stock Exchange. The committee recommends that listed companies should, for accounting years ending on or after December 31 1992, state whether they fully comply with the corporate code of conduct promulgated by the report. "The London Stock Exchange intends to require such a statement as one of its continuing listing obligations", says the report. But we all know how effective the Stock Exchange has been in accounting matters over the years. It could have taken action over companies ignoring accounting standards throughout the 1970s and 1980s. The reality was that some people had their ears bent in private. No company ever came close to a de-listing. Eventually the financial reporting council had to invent its review panel to do the job that the Stock Exchange had muffed for so many years.

So de-listing companies for ignoring the Cadbury code is a somewhat unlikely prospect. It is more likely that the Stock Exchange will, having seen how effective a review panel rap over the knuckles has been, decide to try that line.

Meanwhile, company directors will be starting to work out ways which would enable them to keep their remuneration packages either still hidden from their shareholders, or expressed in such a confusing and ambiguous way that none of the owners of the company will fully twig just how deeply the directors are filling their pockets with options, or stacking up with enormous pensions for the days ahead.

Theoretically, this should not happen. But the reality, even with remuneration set by a non-executive committee and with only the chairman of the committee allowed to answer questions about remuneration at an annual general meeting, is likely to be different.

The idea of an army of independent non-executive directors, all tough as old boots and as fair-minded as umpires, rising up to serve the corporate nation is another unlikely assumption.

For every Jim McKinnon, the banking regulator at Ofgas who typifies what would be required, there would be dozens of cheerful souls who would do their best but never get a grip on the potential scope of their responsibilities.

Meanwhile, the shareholders will remain in their long-suffering position of never being able to get their views implemented properly and directly.

The Cadbury committee is complacent over this. It points out, rightly, that "although the shareholders formally appoint the auditors, and the audit is carried out in their interests, the shareholders have no effective say in the audit negotiation and have no direct link with the auditors". Unfortunately, instead of saying that a link should be created forthwith, the report then says that "indeed the committee can see no practicable way of establishing one". Given that the majority of the shareholders are not a widely scattered and potentially bawling bunch of Aunt Agathas, but well organised and highly professional institutional investors, a solution must be feasible.

But the whole area of the relationship between auditors, shareholders and directors seems to have caused the committee problems. "Share-holders", the report says later, "require auditors to work with and not against management, while always remaining professionally objective." Human nature suggests that directors faced with a choice between greater benefits for themselves or greater benefits for the shareholders will tend to go for the former. Without awkward auditors who have a clear idea of whose interest they are defending, the directors will get away with it.

Auditors have to establish a working relationship with the management but they also have to ensure that the handshake at the first meeting can turn into a half-nelson midway through the audit.

Brandon Gough, senior partner of Coopers & Lybrand, last week sent out a briefing on the report to the firm's clients which warned them that "in the changed climate I have encouraged our audit partners to assert still further the authority of their judgements".

Like much of the Cadbury Report, these are words which have no definite sanction behind them. It remains to be seen whether either the final report, due in the autumn after comments on the current initial draft, or the plans to revisit the subject in two years' time will provide more than just a hankering after Arcadia.

● The author is the Associate Editor of Accountancy Age.



ROBERT BRUCE

## Why bells ring in the alarm business

Francis Ingram argues that accounting practices have distorted development of the security systems industry

**T**HE security alarm business is, on the face of it, an attractive one. It provides a product that all commercial premises now need and many domestic householders also find essential. It is a service business that relies on a skilled workforce operating at local level and it should have good defensive qualities in any recession, when rising crime rates and mounting insurance company losses are not exactly bad for business.

Yet industry analysts, commentators and pension fund managers have always felt uncomfortable about the business and several prominent companies in the sector have recently taken falls far beyond what a simple market slow-down might warrant. The uncertainty for many people lies in the accounting practices that have, quite legitimately, been used to present rental alarms systems in these companies' accounts.

A very basic understanding of the mechanics of the alarm business will serve to explain this issue.

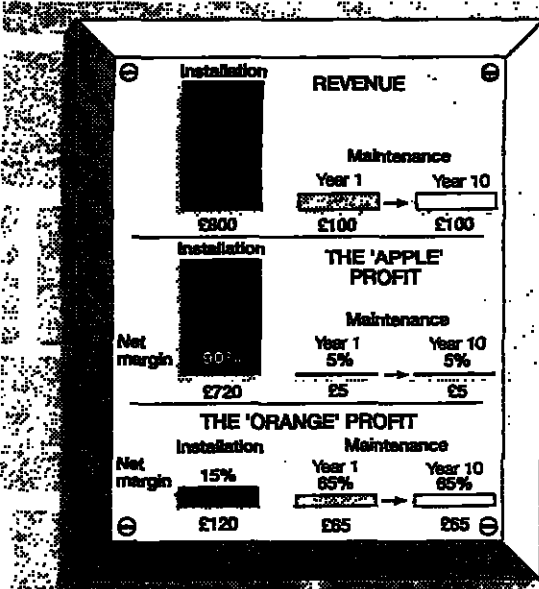
The business of an alarm company is made up of thousands of "systems" which may be fire, security or other

● How long is the expected life of this asset and what rate of depreciation should be used?

Existing accounting standards oblige all companies to state capitalisation and depreciation policies. The annual rate of depreciation should be clearly stated in any set of accounts. In answer to the "how much" question, however, the field is wide open. A company may decide to capitalise nothing, or it may decide to capitalise some measure of direct costs, direct costs plus attributable overheads, or all costs directly associated with the installation. Current practice has made extremes quite legiti-mately available and the difference between these extremes might be the difference between apples and oranges.

Let us take your £800 installation and use prevailing industry ratios to demonstrate.

The ratio of installation price to annual recurring fee is normally about 8:1, the average life of a system might be ten years, while the gross margin on the installation revenue may be about 25 per



having rental and maintenance revenue due from previously installed systems — from the so-called "installed base". Aggregated together, these make up the company's declared profit.

When these sums are done, it becomes clear that in periods of high growth the aggressive company will declare huge profit margins, with many new installations being made in comparison with existing ones; the conservative company will show poorer results. When growth declines, the conservative company will start to show very substantial profitability, increasing its profit margins, while the aggressive company's results will decline dramatically due to the paucity of new installations and the relatively large depreciation charges being applied.

In this business, aggressive accounting significantly exaggerates the relationship between a company's growth and its declared profit margin. This has been a prime influence on the development of the UK security industry over the last 20 years. The "apple" is in a position where it is imperative to keep growing, whatever the state of

the market. If installation growth threatens to decline then profitability will be hit badly, not simply pro rata with the reduction in sales revenue. Two phenomena in particular that have occurred in the security systems market can in part be attributed to this effect:

● The large numbers of acquisitions within the industry, which are legendary.

● The high level of price increases and low level of service given in payment for the annual rental and maintenance fee.

These are almost the only options open to an aggressive accounting company where a decline in systems installation threatens an even greater decline in profit margin. Acquiring another company could generate fair-value profits. Forcing through real price increases and cutting service costs to the bone are the only ways to recover profitability on the recurring annual income which may largely be offset by depreciation charges.

Acquisitions are easier for the aggressive company to make than its conservative rival. It will have assets in its balance sheet — as a conse-

quence of the capitalisation policy — that the conservative company will not have. These can be used as security to take on debt to buy other companies.

For investors, it is clear that the volatility of company share prices will increase. Assuming that they can distinguish between their apples and their oranges, only the apple's shares would be affected. Declared profit margins may swing violently on the back of smaller changes in company and market growth. And if the companies have taken on debt against their capitalised assets to purchase other companies, volatility will increase further through the gearing effect. The apple's shareholders are going to be treated to a bumper ride.

The apple's employees, too, will have to adjust to the ride. Operations will be geared around selling and installing, at the expense of servicing systems. The salesman who oversells will initially be successful. Service personnel may be asked to service equipment of which they have no knowledge — that installed by the company just acquired. Customers also will suffer, as the Consumers' Association found in a critique of the industry.

In 1992, growth has indeed slowed in the market, but only to a level that would be the envy of many other companies hit by recession. Predictably, some of the apples are falling heavily. The underlying business remains sound and can look forward to growth, but its accounting policies have not served it well.

Standard setters who allow them and auditors who approve them have a case to answer. Out of a large, solid, growing industry that has come to be a basic part of our life in the UK, a volatile and unstable rollercoaster has been created that has served few and caught out many.

## Insolvencies help Big Six but receivership work slows

By JON ASHWORTH

**R**ECEIVERSHIP and administration appointments in May were, at 358, the lowest since December 1990. According to Touche Ross. This is good news for the economy but not necessarily for accountants.

Insolvency was the bright spot of otherwise dull results unveiled by the Big Six for the last financial year. Coopers & Lybrand remains by far the largest accountancy firm in Britain with fee income of £577 million, ahead of KPMG Peat Marwick (£494.7 million), Price Waterhouse (£400.5 million), Ernst & Young (£398.9 million), Touche Ross (£349.7 million) and Arthur Andersen (£330.8 million).

Income from audit and accounting services, the traditional backbone of the large practices, was virtually static.

It was a bad year for management consultancy.

Arthur Andersen showed the highest gain in fee income (23.1 per cent), followed by Touche Ross (16 per cent). Coopers' overall income actually fell slightly from £580 million to £577 million, and the others showed only modest increases of 6-7 per cent.

Coopers' income from insolvency work rose 16 per cent to £74 million. Audit income declined 4 per cent to £247 million, tax income slipped 1 per cent to £120 million and revenue from management consultancy fell to £136 million (£138 million). KPMG Peat Marwick's fee income from corporate recovery work rose 38 per cent to £50.6 million. Tax income advanced 11.6 per cent to £103 million but income from management con-

sultancy marked time at £81.8 million. Audit, accounting and corporate finance services, which account for just over half the firm's total fee income, were also virtually unchanged at £259 million.

Price Waterhouse's income from corporate reconstruction and insolvency work rose from £27.6 million to £38.6 million. Tax income advanced from £95.5 million to £106.7 million but income from management consultancy services declined from £103 million to £99.1 million. Audit and business advisory services rose from £151.3 million to £156.1 million.

Ernst & Young's corporate recovery and insolvency revenues rose 17.5 per cent to £34.3 million. Tax income gained 12.8 per cent to £116.6 million and consultancy rose 8.6 per cent to £74.8 million. Fees from audit and accountancy stood still at £173.2 million — a rise of just 0.9 per cent.

Touche Ross was helped by a 40 per cent rise in fee income from insolvency work which contributed £41.4 million of the total. Tax income rose 13.8 per cent to £81.7 million, management consulting income rose 12.1 per cent to £81.7 million. Audit, accounting and corporate finance fee income rose 13.1 per cent to £169 million.

Andersen Consulting contributed £174.6 million of Arthur Andersen's £330.8 million total fee income, up 52.8 per cent. Corporate recovery rose a marginal 5.4 per cent to £18 million. Audit and accounting fees rose 23.7 per cent to £78.5 million.

### It might be the difference between apples and oranges

types of alarm systems. The basic unit which is a "system" provides two distinct types of revenue to the company, the initial fee on first installation of the system and an annual maintenance charge.

As an example, assume that you return from holiday to find your flat has been burgled. You contact a burglar alarm company which gives you a quotation for a "system" — installation fee £800 with maintenance of £100 per annum.

The fine print of the contract you are asked to sign describes the annual fee as "rental and maintenance" and herein lies the rub.

The installation for which you pay £800 is not wholly your property. The security company can claim part of it as an asset on its own accounts and can quite fairly capitalise into its asset register part of the costs of this installation, which then depreciated every year against the annual "rental and maintenance" income.

As with any capitalisation issue, the key questions are:

- How much of the cost of installation should be capitalised?

### Going it on their own

**H**OW satisfying to see accountants teaming up to give their former employers a run for their money. This, in a nutshell, is what Richard Chaplin, a former marketing executive with KPMG Peat Marwick, appears to have done. Chaplin, 39, has joined forces with Rosemary Chazaros, former head of marketing at the Deloitte Haskins & Sells of old, and Sue Armitage, past head of European marketing at Arthur Young before the merger with Ernst & Whinney.

They are working together on Chaplin's new service, Advice Link, which will help firms with their marketing problems in return for fees ranging from £150-£450 a month. Moore Stephens is one of the first firms to sign up. "We have 23 consultants who can advise on everything from public relations to crisis management," says Chaplin, a former personal assistant to Colin Sharman, head of KPMG's practice in London and the South East.

He recalls an incident during the eighties when they set out to catch a flight to Plymouth, only to find the six-seater aircraft was fully booked. "They told Colin he could have the co-pilot's seat

### ANY OTHER BUSINESS

but he declined," says Chaplin.

#### In the swim

**W**HO said accountants were unfit or lacking in talent? Diane Brades, a senior audit manager in Ernst & Young's Birmingham office, flies to America later this month to compete in the World Masters swimming championships in Indianapolis. Brades, who as a child was one of Britain's best butterfly swimmers, holds eight gold medals for the British Masters and won four golds, a silver and a bronze in two previous world championships. "I

train in the morning before going to work," says Brades, 32, who abandoned the harsh routine of championship swimming while at Warwick University where she met her husband, Simon, who works for Price Waterhouse. E&Y is paying for the air ticket and hotel fees, and provides similar help for other stars including Jarrod Simpson, the Olympic trials yachtsman who works in its Reading office.

#### Cima leader

**E**XCITEMENT is mounting at the Chartered Institute of Management Accountants

(Cima) before its annual meeting on Saturday. Barring any last minute changes of heart, the new president will be Philip Hewitt, vice-president for the past two years. Hewitt joined Cima's Belfast branch while an assistant cost controller with The Linen Thread Company, and continued his interest after joining Rowntree in 1962. He was made director of management services in 1983 and later director of information technology research. The choice of Cima's two vice-presidents makes equally interesting reading. One is Douglas McRae of the Hanover Housing Association in Edinburgh. The other, Tom Glancy, of Dublin, is the first to be elected from outside the UK.











## Edgbaston Test is also one of self-discipline

PAKISTAN YOUR PLUS  
MEMBERSHIP  
**22 218**

innings for half-an-hour before they declared when Rhodes was caught at mid-wicket. Ward and Benson laid a careful foundation for Kent before Benson was out.

He swept a ball from Stemp and Newport ran in 30 yards from deep square leg to take the catch at ankle-height. Stemp is one of the worst hay fever sufferers on the circuit and was probably the only person present to have strong reservations about the rhododendrons.

Worcestershire did not bowl especially well as Ward and Taylor became more and more confident. In particular the quicker men dropped the ball too short.

Taylor was the first to become more belligerent when he drove Illingworth for three sixes in successive overs. Ward drove, cut and pulled with perfect timing. He took 119 balls to reach 50 but needed only another 68 balls to complete his hundred.

Ward had hit 18 fours and Taylor three sixes and five fours when Kent declared.

cricketcall <sup>AP</sup> 

*The professionals*

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## CRICKET

## Wells puts Sussex on terms

By JACK BAILEY

HOVE (second day of three): Warwickshire, with nine second-innings wickets in hand, are 49 runs ahead of Sussex

ALAN Wells, with his third successive century, saved Sussex from a hefty first-innings deficit, amid somewhat embarrassing circumstances. Warwickshire, who took five for 82 — finished the day in disgruntled mood, having lost Piper's wicketkeeping for at least a week and failed to press home a distinct advantage.

Indeed, there came a time when Warwickshire became subscribers to the conspiracy theory. Donald was in full spate, having removed Smith, Moores and Stephenson in a 19-ball spell, and although Wells seemed entrenched, Sussex, at 191 for seven and 149 runs behind, were there for the taking.

True, Warwickshire appeared to have been favoured when Moores was given his marching orders, but if so, this was the last time they felt the warmth of fortune's smile. First Piper's damaged finger caused him to be replaced by Ostler, then North was put down from a straightforward chance by the substitute provided by Sussex.

Irisome though this was, it was nothing compared with the utter dejection apparent when Wells, on 67 and the total 222 for eight, was safely gathered in behind the wicket after a snick heard all round the ground.

Wells stood his ground and was given not out. Donald, the bowler, showed his anger and disbelief, his captain appeared as affected, and the Bear's tail drooped while the ragged staff became more ragged.

By the time Wells had gone to his century, Sussex had advanced to 291, Donald was bowling off his short run and honours, if not tempers, lay even.

## Surrey v Derbyshire

THE OVAL (second day of three): Derbyshire, with all second-innings wickets in hand, are five runs ahead of Surrey

DERBYSHIRE: First innings  
K J Barnett c Thorpe b Benjamin 10  
P D Bowler c Listerwood b Benjamin 40  
J G Morris c Belling 38  
T J G O'Connor c Listerwood 14  
C J Adams c Brown b P D Bowler 44  
C J Cook c Thorpe b P D Bowler 44  
M P Robinson c Kirtland b Benjamin 44  
M P Robinson c Kirtland b Benjamin 44  
R R Bishop b Belling 22  
A C Warner c Thorpe b Benjamin 22  
S O Siddle c Listerwood b Benjamin 40  
D H Mortenson not out 10  
Extras (b 5, lb 12, nb 10) 27  
Total (8 wickets, 96.1 overs) 249

FALL OF WICKETS: 1-28, 2-57, 3-80, 4-116, 5-128, 6-140, 7-152, 8-231, 9-244, 10-258, 11-261, 12-261, 13-261, 14-261, 15-261, 16-261, 17-261, 18-261, 19-261, 20-261, 21-261, 22-261, 23-261, 24-261, 25-261, 26-261, 27-261, 28-261, 29-261, 30-261, 31-261, 32-261, 33-261, 34-261, 35-261, 36-261, 37-261, 38-261, 39-261, 40-261, 41-261, 42-261, 43-261, 44-261, 45-261, 46-261, 47-261, 48-261, 49-261, 50-261, 51-261, 52-261, 53-261, 54-261, 55-261, 56-261, 57-261, 58-261, 59-261, 60-261, 61-261, 62-261, 63-261, 64-261, 65-261, 66-261, 67-261, 68-261, 69-261, 70-261, 71-261, 72-261, 73-261, 74-261, 75-261, 76-261, 77-261, 78-261, 79-261, 80-261, 81-261, 82-261, 83-261, 84-261, 85-261, 86-261, 87-261, 88-261, 89-261, 90-261, 91-261, 92-261, 93-261, 94-261, 95-261, 96-261, 97-261, 98-261, 99-261, 100-261, 101-261, 102-261, 103-261, 104-261, 105-261, 106-261, 107-261, 108-261, 109-261, 110-261, 111-261, 112-261, 113-261, 114-261, 115-261, 116-261, 117-261, 118-261, 119-261, 120-261, 121-261, 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1209-261, 1210-261, 1211-261, 1212-261, 1213-261, 1214-261, 1215-261, 1216-261, 1217-261, 1218-261, 1219-261, 1220-261, 1221-261, 1222-261, 1223-261, 1224-261, 1225-261, 1226-261, 1227-261, 1228-261, 1229-261,



THURSDAY JUNE 4 1992

Barnes ruled out of European championship finals and Stevens doubtful as injuries overshadow victory in Finland

## England's plans thrown into disarray

Finland..... 1  
England..... 2

FROM STUART JONES  
FOOTBALL CORRESPONDENT  
IN HELSINKI

ENGLAND'S final dress rehearsal for the European football championship ended last night with one of the leading cast being withdrawn. John Barnes, who had unexpectedly recovered sufficiently from injury to appear in the starting line-up against Finland in the Olympic Stadium, will take no part in the forthcoming tournament.

His sudden departure overshadowed the victory, gained with a couple of goals from David Platt, and throws Graham Taylor's plans into as much disarray as was his team at stages against Finland. The manager who had waited for two years to assemble his ideal line-up now finds himself without one, and maybe two, of its key components.

The misfortune which has accompanied Barnes all season struck again after only a dozen minutes. Having worked so hard to overcome his latest injury, he was caught on the right ankle by a defender as he turned.

After treatment he hobbled on briefly, grimacing and shaking his head all the while, before he signalled that he was unable to continue. The damage was later diagnosed as a ruptured Achilles tendon, the same severe wound sustained by Neil Webb in Stockholm in 1989, which kept him out for ten months.

The loss of Barnes is significant. Although his match fitness was inevitably limited, he represented the vital element of unpredictability. In spite of his persistent failure to take his club form onto the

international stage, all of England's opponents have been frightened by the prospect of what he might do. At the age of 28, his ambition of playing on the Continent may also have been torn apart at the moment his tendon snapped.

The Football Association is to ask Uefa for a substitute to be allowed to take his place when the squad travels to Sweden on Sunday. Europe's governing body can, and is expected to, grant the request on compassionate grounds, but there is nobody of Barnes's enigmatic qualities who could fill not so much a gap as a void.

Graham Taylor later confirmed that Andy Sinton, the 26-year-old Queen's Park Rangers midfielder player who was standing by as Barnes's understudy anyway, will be called in. Nor do the problems of the manager end there. Gary Stevens, the only recognised right back in the squad, complained during the interval of severe pain in his right foot, an injury which has been troubling him for some time.

Stevens will have a bone scan this morning to discover if the injury is worse than feared. Even if there is no fracture, Taylor is concerned that he may be left without anyone to guard the right flank of his defence.

When the party was initially announced, Graham Taylor justifiably hailed it as "solid and dependable". Without Barnes, the description would appear to be even more accurate.

Yesterday, against opponents whose last victory was a year ago, and even that against the feeble Maltese, England were as enterprising at the back as they were at the front. At times, their organisation was ludicrously ill-disciplined, and never more so than in the 26th minute.

The three central defenders



Over and out: Barnes lies in agony after rupturing his Achilles tendon yesterday, putting him out of contention for Sweden

seemed to be so excited by the prospect of the first corner to be gained that they all left their stations and advanced into Finland's area. When the ball was transferred to Tarkkio, the only barrier in his way was the isolated Stevens.

He was drawn across from his covering position, leaving the talented Litmanen on his

own to run on to the through ball. Steven, one of a posse of pursuers attempting to limit the danger, was alleged to have fouled the Finn, who scored their goal in the 1-1 draw in Scotland recently.

Hjelm, the most experienced and most prolific Finn, put them ahead with the ensuing penalty. England, were still trying to respond to their

fresh instructions but they had found neither a convincing shape nor a proper balance.

Even though no openings were fashioned for Lineker to equal Bobby Charlton's record of 49 goals, the midfield was inventive. Webb, Platt and Steven, before he was moved to right back in place of Stevens, created

enough opportunities for England to avoid an embarrassment.

They did through Platt's sidefoot seconds before the interval, and his volley, after Wright's glancing header just after the hour, Pearce also nodded against a post and Finland's goalkeeper deprived Platt of his fourth goal in two games.

FINLAND: O. Huhtanen (Hakala), J. Rinne (Kusniemi), P. Järvinen (Kusniemi), E. Pesola (Hakala), E. Valtanen (Kusniemi), J. Kankkonen (Kusniemi), J. Litmanen (Myrberg), M. Myrberg (Lukkonen), A. Halm (Ries), K. Tarkkio (Kusniemi), J. Huhtamäki (NP).

ENGLAND: C. Woods (Sheffield Wednesday), G. Stevens (Rangers), S. Pearce (Nottingham Forest), M. Keown (Swindon), D. Platt (Barnsley), T. Steven (Hull City), N. Webb (Manchester United), J. Barnes (Liverpool), P. Merson (Aston Villa), G. Lineker (Tottenham Hotspur). Referee: B. Karlsson (Sweden).

## Dr Devious proves the ultimate gift

BY RICHARD EVANS, RACING CORRESPONDENT

SOME birthday present, some Derby. Dr Devious, a \$2.5 million gift to American Sidney Craig from his wife, hit the jackpot at Epsom yesterday by winning the 213th running of the world's premier classic.

The stocky chestnut colt, who has had more millionaire owners than most people have bank accounts, stormed home by two lengths from St Jovite, with the locally-trained Silver Wisp a short head further back in third.

Dr Devious provided Peter Chapple-Hyam with his third classic success in only his second season as a trainer and was a first Derby winner for jockey John Reid.

Reid, the nice guy of the weighing room, knew from a long way out that victory was his for the taking. "I was always travelling really well and when I hit the straight it was just a matter of wanting to go."

The softly-spoken Ulsterman, who has been riding for half of his 36 years, said: "I have had some big days with the King George VI and the Arc, but this is something else."

"Dr Devious got the trip really well and he was full of running at the death. In the final two furlongs it was all down to him and me and he was not taking a blind bit of notice of anybody else — and neither was I."

With Rodrigo De Triano, the 13-2 favourite, never posing a threat, the race revolved around the pacemakers.

Twist And Turn led the field for over a mile. Great Palm threatened but unexpected stamina limitations snuffed out his challenge, leaving Dr Devious to cruise into the lead two furlongs out.

St Jovite, never far off the pace, plugged on without ever threatening the leader while Silver Wisp, trained just down the road by Geoff Lew-

is, was one of the few to come from off the pace.

A race which began as the Doubters' Derby, due to the uncertainty surrounding so many runners, will go down in history as the Birthday Present Classic.

Dr Devious, bred and originally owned by Robert Sangster, was sold by him for £250,000 last summer to Luciano Gauci. Unbeknown to the Italian, his new equine star was to run only once in his colours.

On the other side of the world, Mrs Jenny Craig had begun the search for the perfect sixtieth birthday present for her husband — a runner in the Kentucky Derby.

A team of "spies," headed by US trainer Ron McAnally, went out to fulfil the order. Eventually, they picked Dr

**DERBY RESULT**  
Going: good (last four furlongs good to soft)  
3.45 EVER READY DERBY (Group), 3-Y-O colts & fillies (225.000, 1m 4f 10yd)  
DR DEVIOUS (S. Craig) 50, J. Reid (R. Sangster's) 1st (11-1)  
St Jovite (D. P. O'Brien) 2nd (11-1)  
Silver Wisp (C. Silver) 3rd (11-1)  
3.50 ALBO RACE (325.000, 1m 4f 10yd)  
ALBO RACE (S. Craig) 50, J. Reid (R. Sangster's) 1st (11-1)  
St Jovite (D. P. O'Brien) 2nd (11-1)  
Silver Wisp (C. Silver) 3rd (11-1)

Devious, named mischievously after a vet at Sangster's Coolmore stud.

Mrs Craig, co-founder with her husband of a weight-loss company, parted with \$2.5 million and her husband was told of the present at a star-studded party in Palm Springs on March 7.

Mr Craig recalled yesterday: "I told Jenny she must be mad... but now she has given me capital gain."

If Dr Devious had won or run well at Churchill Downs, he would almost certainly have never run at Epsom. But a dislike for the dirt track prompted McAnally to recommend that he should return to race in England.

Chapple-Hyam, just 29 years of age, could hardly believe his luck and he set about preparing "The Doctor" to become the first Derby winner trained at Manton since Lemberg in 1910.

"If Rodrigo did not get the trip, I thought 'The Doctor' would win. They were the only two group one winners in the race," the trainer said.

Meanwhile, Mr Craig faces a new problem. On August 7 his wife celebrates her sixtieth birthday. "I usually upstage her when it comes to buying birthday presents," he said. "But it is going to be rather difficult this time."

Path to glory, page 28  
Zaafi victory, page 29

## Luckwell sprints to stage success

BY PETER BRYAN

BY SPRINTING to his second Milk Race stage victory at Sunderland yesterday, Ben Luckwell hopes to have alerted potential sponsors for the rest of the season.

The Bristol rider who, with Neil Hoban, is competing in the 1,150-mile race on a two-week contract with the Banana-Met team, is one of a dozen home professionals without regular backing. Unless that changes before the race ends in Lincoln on Saturday, he reverts to the ranks of the unemployed.

Luckwell made easy work of outspurring his only two rivals yesterday. Kim Marussen (Denmark) and Roar Skane (Norway) when he left his winning move until the last 100 yards. Understandably, neither Marussen nor Skane had much in the way of a response. They had been at the head of the race for 52 miles, with Neil Hoban, of Banana, (who had started the day third overall) and Wim van de Meulenhof (Netherlands). But then the main pack's resistance never allowed them an advantage greater than 1min 26sec.

When the quartet were caught at the Peshaw monument with about six miles to go, Marussen and Skane immediately counter-attacked and again went clear.

The pair had built up a 15-second lead before Luckwell joined them after a two-mile chase into a strong headwind. Into the last half-mile he utilised his freshness and even found time to turn round and watch his team colleague, Chris Lillywhite, out-sprint the pack for fourth place. With that foundation, the Banana boys took the day's team race.

Hoban finished 27th but he did not lose time on Conor Henry, of Ireland, who is still the race leader.

**RESULTS:** Milk stage (Durham-Sunderland, 88 miles): 1. B. Luckwell (GB, Banana-MET), 2.11.46; 2. K. Marussen (Denmark), same time; 3. R. Skane (Norway), at 2.12.04; 4. Lillywhite (GB, Banana-MET), at 2.12.04; 5. S. G. Smith (GB, Banana-MET), at 2.12.04; 6. D. P. O'Brien (Ireland), at 2.12.04; 7. C. Anderson (Denmark), at 2.12.04; 8. S. G. Smith (GB, Banana-MET), at 2.12.04; 9. J. McEneaney (Denmark), at 2.12.04; 10. S. G. Smith (GB, Banana-MET), at 2.12.04; 11. S. G. Smith (GB, Banana-MET), at 2.12.04; 12. S. G. Smith (GB, Banana-MET), at 2.12.04; 13. S. G. Smith (GB, Banana-MET), at 2.12.04; 14. S. G. Smith (GB, Banana-MET), at 2.12.04; 15. S. G. Smith (GB, Banana-MET), at 2.12.04; 16. S. G. Smith (GB, Banana-MET), at 2.12.04; 17. S. G. Smith (GB, Banana-MET), at 2.12.04; 18. S. G. Smith (GB, Banana-MET), at 2.12.04; 19. S. G. Smith (GB, Banana-MET), at 2.12.04; 20. S. G. Smith (GB, Banana-MET), at 2.12.04; 21. S. G. Smith (GB, Banana-MET), at 2.12.04; 22. S. G. 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Britain

# LIFE & TIMES

THURSDAY JUNE 4 1992



## PASSPORT TO France

Boulevards,  
villages,  
juggernauts and  
steeples...  
Jan Morris enjoys  
the fleeting  
vignettes of a drive  
through France

For me one of the Frenchest of all French experiences is to drive on a bright sunny day, with the roof of the car open, at a scudding speed around the Périphérique, the ring road that surrounds the city of Paris. The scudding speed is advisable, or French drivers will more or less run you off the road. The sunny day is essential, because it turns an expedition that could be dismal, exhausting and even alarming into an exhilarating fling of France.

The road snakes around, rather than circles, the capital, and offers jerky flashes of Frenchness, as in an avant-garde silent movie: now a drab industrial quarter, now a white housing estate, barges chugging down a canal — a grand boulevard for an instant, a cluster of medieval houses, the sudden swoosh of a tunnel, a couple of vast juggernauts deafeningly overtaking you — and always present, brooding but radiant, just offstage, the most magnificent capital in Europe.

This is not only France encapsulated: to my mind it is France all over. For most of us nowadays France is essentially a sequence of flashes, a kaleidoscope repeatedly shaken as we hurry across its varied landscapes to the one particular French spot that means most to us. When the motorists travelled this way in their creaking high-wheeled carriages it was surely more of a continuum. Then the slowly passing scenes must have had a classical clarity, shaped and ample despite the frightful bumps in the road: now we are all surrealists, and as France hurtles through our wind-screens and away through our rear-view mirrors its images are disjointed and contradictory.

Entering this country is an allegory in itself, whichever way one comes. Frontier France is doomed to extinction, I suppose, as Europe becomes a single entity. But a fascination of our times is to join the long line of trucks shaking down into France from the black hole of the Mont Blanc tunnel, or to drive beside the marshalling yards at Corbières, where France meets Spain in



Flashes of charm merge in the rush from town to country or coast: "As France hurtles through our windscreens and away through our rear-view mirrors its images are disjointed and contradictory"

## A kaleidoscopic spin

Roussillon, or to slide through a sleepy country crossing out of Switzerland, or for that matter to come foaming in by hovercraft past the mole at Calais. France marches with nine other countries, if you count Monaco, Andorra and the sea-neighbour England, and the now-fading image of the customs barrier, tricolour limp at the mast, policeman, feet up, as likely as not these days, on his desk inside the hut, provides for me one of the true French frissons.

They are not always happy suggestions that greet us, when he has raised his head sufficiently to wave us in. War hangs still, at least in my fancy, over the fated landscapes of the north — gas and bombardment in the very air of the region. Hangdog villages look pillaged still, ghostly trenches link the war memorials, the concrete bastions of the Atlantic Wall sneer down upon beaches still ready for assault or evacuation. Which war is it that haunts these lovelessly rebuilt town squares, where we decide after all not to stop for coffee? It might be the last one, or the one before, or any other of the uncountable useless conflicts that have left their sadness here.

But then, almost as in exorcism, we are out of the battle zone, in the amiable hinterland. To the hastening traveller nowhere in Europe sounds, smells, feels less confrontational. Irreconcilable vendettas may well divide these sweet hamlets, but you would never guess it in the spring of the morning, when widowers shout greetings to each other as they wobble home on their bicycles, long loaves protruding from their saddle-bags, and even as we accelerate by we hear the laughter of cousins at the fruiterers. Many an antique resentment, I dare say, embitters the proprietors of these wide farmlands, but was there ever a countryside less corroded by Executive Home Developments, less sinking with silage, more soothingly supplied with thickets and deep dark pools where the dragonflies skim?

Images of indulgence frequently flash by. There are the ordered armies of the vineyards, rank on rank up chalky hillsides, and the shop-door wine bottles inviting us to stop and taste the vintage. There are glimpses through windows of snug and steamy restaurants, and suave napkins tucked beside cool lakes. Sometimes in a city traffic jam we may find ourselves tantalisingly stopped beside a café, where people look up from their cups and plates to see us wistfully staring as from another world. Occasionally we may see a picnic party, spreading its cloths beside one of those dragonfly waters — lost at once round a bend in the road, lost in a flash, as though it was only a figure in a painter's imagination.

Toutes Directions — like a mantra this most blessed of French instructions guides us infallibly round the outskirts of cities, but if we choose to ignore it, and plunge directly towards the cathedral square, then quite another melange of pictures jumbles past. Good God, there's a McDonald's! Did you see those shoes? For Heaven's sake darling, this is a one-way street. An aged clergyman half-bows to us when we stop at a pedestrian crossing. Eight crocheted conscripts stare lifelessly from the back of an olive-green truck. Market awnings in Place St-Etienne, cars double-parked in cul-de-sacs, golden buttresses soaring above us to high-pitched roofs and steeples, medieval half-timber top-

pling beside the street, another of those dreary housing complexes, a spanking new furniture emporium — and turning the map over the fold we are through the venerable city and out the other side. At first only a subtle change of colours, discreet by surrealist standards, tells us that we are approaching mass-tourist France — a creeping in of violets, ochres and tawny browns. But presently they grow more violent, the unyielding blue of the sea shows in gaps between the hills, and suddenly it seems hell's metaphors are upon us, high-rise blocks and gargantuan time-share units, the sweaty traffic of the littoral, sun-tan lotion and marinas and Menus Touristiques and all the sad effluvia of profit with which the French, like almost everyone else, ruin their delectable coasts.

But only another tank of petrol, and we are in wild France. This is a big country, with room for loneliness. It can be a bleak bare place, granite, moorland, heroic monasteries, uninviting hotels on mountain passes, young bloods in Peugeot 106s screaming past you on blind corners of rocky massifs. It can be a snow-bound Alpine place, where the ski-lifts are slashed like scars through the conifers. It can be the marsh country of gypsies, or the pale estuaries of oyster-men, or windy grasslands where menhirs stand, and Celtic names jump eerily by on road signs in the rain.

There everything seems real after all, and as ordered as any classical allegory. Men stand, as they have stood since the start of time, hunched over their brandies at the café bar. At the wood's edge the logs are chopped and piled Virgilianly. Aromatic smoke lingers. The buzz of the vélomoteur merges comfortably with the buzz of the bee. Just as one feels remote from the frenzy of the autoroute, only a mile or two over the hill, so it feels as though history has never found its way down the twisting minor road into the valley, but has gone pounding by, head down, radio blaring, foot on the floor, around its own Périphérique.

**TOMORROW**  
Valerie Grove talks to  
Nicole Salinger of  
the Comité Colbert

## Can you bear it all on the Riviera?

PRIVATE LIFE: John Diamond on getting an Eiffel

You will, if this paper has anything to do with it, be going to France very soon, and you will, more than likely, spend some of your time there on a beach. Now you and I are men, women, persons "whatever of the world." We hear the word "France" and we smell the pungent, mossy reek of the little mushroom stall in the market at Saint-Jean, we hear the subdued gurgling sound the Tarn makes as it pushes through the Languedoc, we see the castle at Carcassonne rising in the mist over the A51. But there are others who hear the word France and see in their mind's eye only bosoms.

We had stopped at a campsite near Lyons in the belief that a night's spartan camping morally exorcised our America way through to the South. A beige camper van, all Union Jack GB stickers and We Have Seen The Lions of Longheat, drew up next to our tent and from it appeared a family of the sort that you would invent (I haven't) only if you wanted a sharp letter from Croydon Fam-

ilies Against Stereotyping: he in C&A safari shirt and sandals over his socks, she in pink jogging trousers under a lilac T-shirt, the kids in Arsenal shell-suits. He saw our own GB plate and leaped into conversation. He had, he said, been down to Saint-Tropez (CFAS please note: that's as rhymed with "poppies") "to see the y'knows". No, I didn't. The beach? The Musée de l'Année? The cinema? "No, no. The you know! The knockers! Thousands of 'em down there, all along the beach!" His wife came out and beamed at him indulgently as one might at a husband running through his repertoire of fishing stories or cricket statistics. Every man has a hobby: his was bosoms.

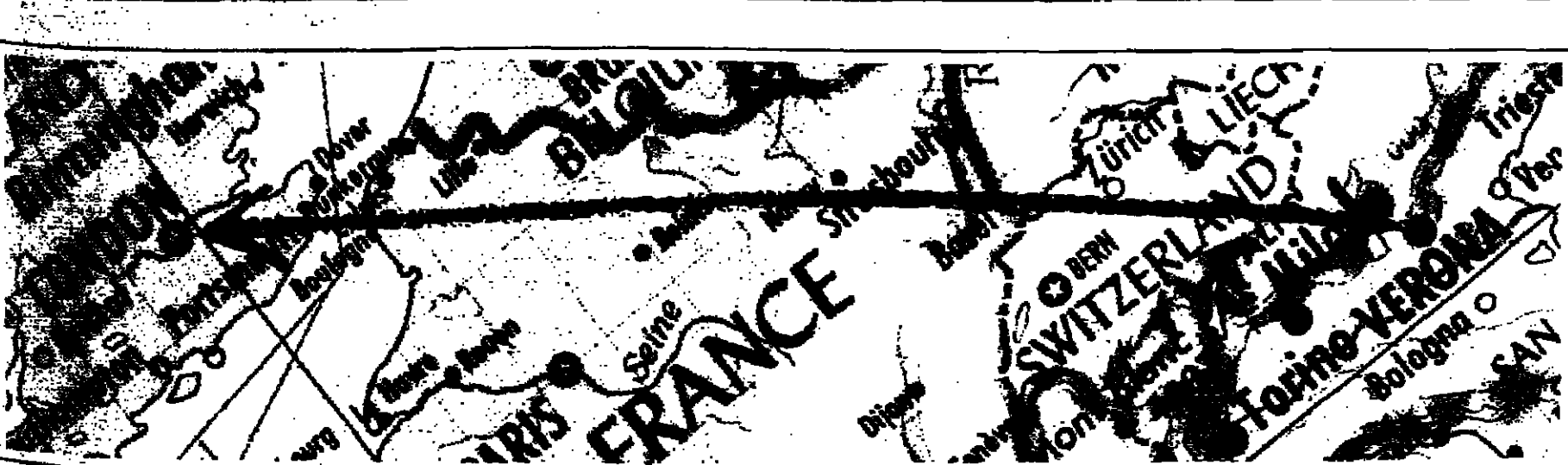
I was, in truth, jealous of him. Not because he'd been on a breast-spotting tour of the South of France (I briefly imagined him picking them off in his I-Spy book of

Bosoms and swapping sightings with fellow enthusiasts. "Saw a rare roseate auerole today on a 36DD: don't see many of them round these parts this time of year") but because he'd found a way, however offish, of dealing comfortably with topless beaches. You went there, in your khaki shorts and your grey singlet, and you ogled.

I really wish I could be cooler about the whole business of toplessness. You know how it is when you're talking to a strange woman with no clothes on above the waist: you fix her in the eye, your gaze never wandering below her chin, or over her shoulder to the topless horde behind her, your whole demeanour saying "What do you mean you're not wearing a bikini top? I can't really say I'd

noticed. But then I'm cool as far as I'm concerned bare breasts are really no big deal. Seen two and you've seen them all."

Of course that's precisely the posture I do adopt, but it feels strangely unnatural. I don't intend to get into the hokey of the feminists-want-it-both-ways debate here, but the problem is that men are supposed to hold a dozen separate attitudes towards the bosom simultaneously. We have to spend our days pretending they don't exist and that there is nothing at chest level to connect the girl on page 3 of *The Sun* and the girl who sells it to us at the newsagent. Occasionally we'll meet a woman in something spectacularly low-cut and we'll permit ourselves a laddish wink as if all the women not wearing slashed-to-the-waist blouses are differently formed. And then suddenly, for two weeks a year we lie on the beach and affect to discover, as if for the first time, that these things were bobbing around under the power jackets and the sweaters all the time. And we have



Poor Romeo and Juliet.  
They should have flown.  
They couldn't get away on our daily flights to and from Verona. But you can. To visit their birthplace, or for details of our other luxury service from Gatwick to Florence, ring your travel agent or call us on 071 839 3333. **Meridiana** Your Private Airline







# Corkers, conkers and clinkers

**Cinema New Releases: Geoff Brown**  
*on The Lawnmower Man, Rush, The Playboys, The Five Heartbeats, Split Second, Treasure Island and June at the National Film Theatre*

California's computer wizards are smashing the boundaries of cinema special effects by the hour, yet the art of Hollywood story-telling remains in mothballs. Look at *The Lawnmower Man* (15, Odeon Leicester Square).

The screen shimmers with astonishing sights. Live-action bodies shatter into swirling globules. Wearing special helmets, characters enter the computer-generated field of "virtual reality": sleek figures of silver or chrome, they transcend all physical laws in a lurid vortex of geometric shapes. *Terminator 2* apart, no other film has so smoothly melded live-action footage with computer-based imagery. The film's

perhaps *The Lawnmower Man* can be allowed to preen. Its dishevelled script is much less pardonable. Dialogue is clogged with scientific gobbledegook. Subsidiary characters such as Marnie, the local sexpot, are introduced then dumped.

Even virtual reality gets derailed as Fahey develops telekinetic powers, used to wreak vengeance on past oppressors. A punitive priest self-combusts; an abusive parent meets his maker in the blades of Fahey's lawnmower. Such sights might set some people's adrenalin racing, but they are routine movie events. New technology deserves fresh stories to engage the mind: visual wizardry aside, *The Lawnmower Man* peddles a sad bag of chestnuts.

**'New technology deserves fresh stories: visual wizardry aside, The Lawnmower Man peddles a sad bag of chestnuts'**

Their plot, however, hails from the Stone Age. Here once again is the scientist who dabbles in Things Best Left Untouched. The name is not Frankenstein, but Dr Lawrence Angelo (Pierce Brosnan), obsessed boffin at a top-secret research base. Here, too, is the creature who turns on his master: a local simpleton and mower of lawns in scarecrow clothes, so plied with drugs and computer input that he becomes a fully digitised cyber-monster with an IQ to outstrip Einstein's. Jeff Fahey manfully copes with the part's strange demands.

Other old friends on parade include Washington hawks with a hidden agenda, religious symbolism (note the screen credit for a Sacred Geometry Consultant), and that sure sign of a puffed-up movie: a wordless chorus, slithering up and down the soundtrack. The film derives from a seven-page story by Stephen King, though you can also spot the hand of every other fantasy writer from Mary Shelley to Arthur C. Clarke.

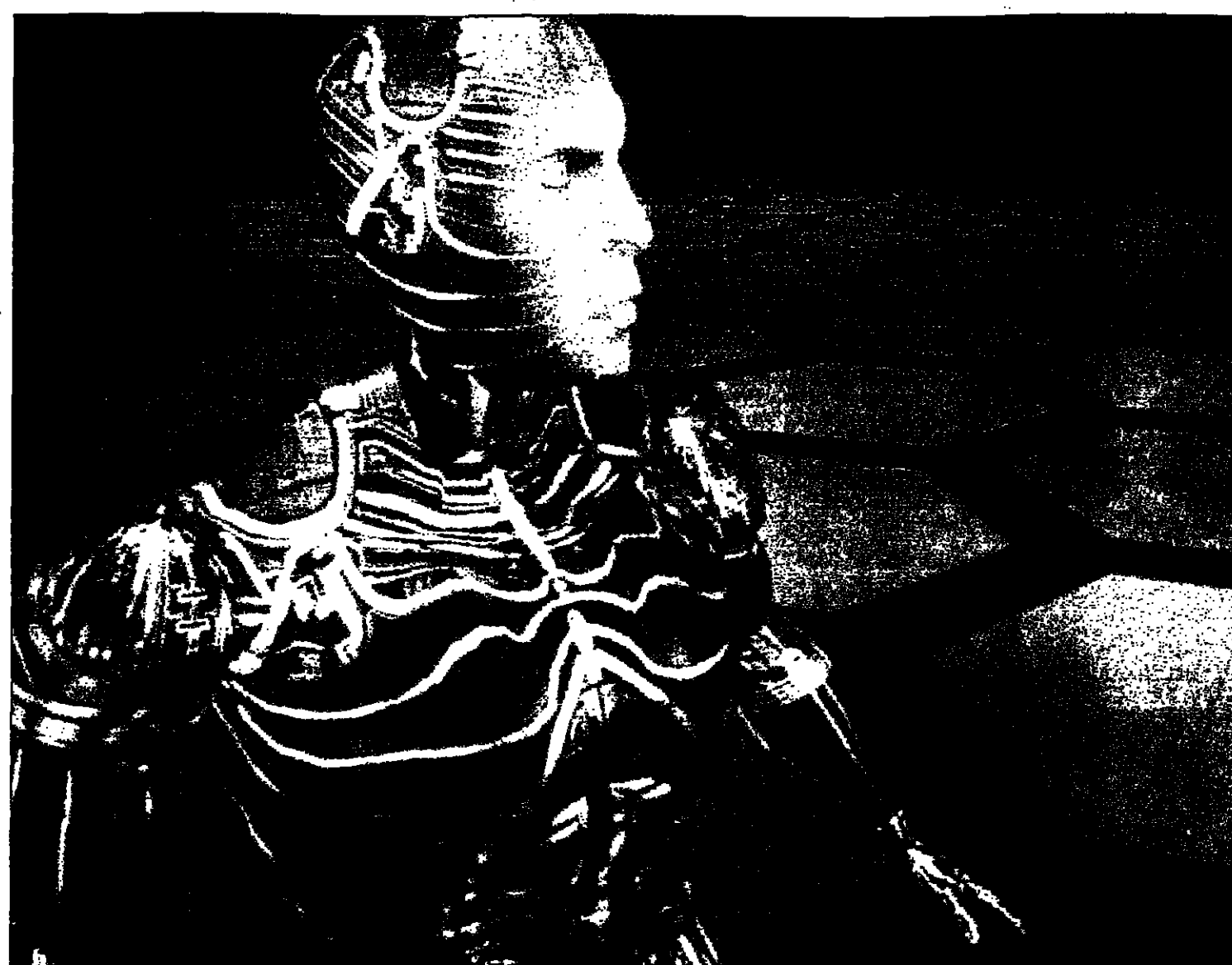
As the first Hollywood film to spotlight virtual reality — today's boom technology, by all accounts —

into addiction. A yawn seems called for, or a shrug of distaste.

Yet *Rush*, inspired by novelist Kim Wozencraft's days as a narcotics officer, tells its tale with such clarity that the drug drama stereotypes become reborn. Much credit is due to Lili Fini Zanuck, who produced *Driving Miss Daisy* with her husband Richard Zanuck, and directs her debut film with an authority rare among first-timers.

She shuns all stylistic frenzy, dinging instead to her lead actors, Jason Patric and Jennifer Jason Leigh, and a stark script that charts their descent into hell. So many current Hollywood films are designed for people with the fidgets: *Rush* is ruthlessly single-minded.

Acting and atmosphere play their part. Intense, unsmiling, Jason Patric paints a dark, enigmatic edge around the character of Raynor, the undercover cop who rarely reaches the surface. Jennifer Jason Leigh wins the showier role as the sullied



Virtual reality: Jeff Fahey, "manfully coping with the part's strange demands", in the title role of *The Lawnmower Man*

waif Kristen, her idealism sabotaged by physical decay and her own growing addiction. Some actresses would have plunged into grand guignol: Leigh shows notable restraint.

Pete Dexter, author of *Paris Trout*, flavours the script with his own relish for the dark side of Texan life. Eventually, the chestnuts return: a concluding twist proves no surprise at all. But in a film as strong as *Rush* we can forgive a few stumbles.

Off now to Ireland. With cinemas still reeling from *Hear My Song*, a film whose blarney could curdle milk, we now have *The Playboys* (12, Odeon Haymarket), a tragicomic tale of love and jealousy set in the 1950s, when the IRA could apparently be regarded as local colour, like border smuggling. The production company is British, but America supplied the finance and two stars: Robin Wright, who is thoroughly convincing as the proud single mother who sets tongues wagging, and Aidan Quinn, acceptable enough as a travelling player,

eager to become her husband.

He has a formidable rival, however: Albert Finney, bulldozing all others out of the way as an embittered, lovelorn policeman. Finney even looks menacing cycling in the dark. Gillies MacKinnon, Glaswegian director of television films such as *The Grass Arena*, displays his usual restless style, and Milo O'Shea, a veteran scene-stealer, puts in his pennyworth as the itinerant's manager.

But no amount of urgent camerawork or histrionic fire can dispel the script's artifice. A headstrong girl fighting local opposition; drunken brawls; quaintness writ large in emerald green: we have been here before a few times too often.

Robert Townsend's *The Five Heartbeats* (15, Prince Charles) turns back the clock to a different genre: those musical biographies of the Forties and Fifties, filled with hokum and good cheer.

You know the plot. From humble

beginnings, the Heartbeats — five Afro-American rock 'n' rollers played by Townsend, Michael Wright, and other fresh faces — rise, acquire a shady manager, and grow moustaches. Success and drugs go to the lead singer's head. The bubble bursts. Years later, they meet up: older, wiser, with a touch of religion, wearing specs.

In his first big studio assignment as writer-director-actor, Townsend has gone soft. Some scenes are sappy enough to be pilloried in his *Hollywood Shuffle*, which lampooned the movie capital's treatment of black performers. Yet the film's good nature is mildly pleasing: at least we avoid the new chestnut of the urban "homeboy", idling away the nights in violence.

The music is vivacious, and in a small part, veteran dancer Harold Nicholas shows he can still tap up a storm.

Stepping quickly over the abominable *Split Second* (18, MGM Haymarket), where Rutger Hauer stalks some clawed Beetlebub through the pestilential London of

2008, we reach the National Film Theatre's unusually rich June collection. The silent films of William de Mille, Cecil's older brother, offer a treasure-trove of wry, adult comedy and social drama. There is also new Iranian cinema. Strained political relationships have kept many recent films hidden from British eyes. Now at last audiences can savour Abbas Kiarostami's *Where Is the Friend's House?* (three performances next week), a simple, deeply affecting tale of a schoolboy, a homework book, and an urgent search for the book's owner. The location area was later devastated by earthquake: Kiarostami's new film *Life And Nothing More* movingly dramatises his search for survivors.

After Iran, we finally alight on Raúl Ruiz's *Treasure Island* (ICA Cinema). It is unwise to tarry. The cinematic jests of this exiled surrealist from Chile can sometimes please; but this deconstructed version of Stevenson, made in Portugal in 1985, seems just a pile of scraps and doodles. There are not even any chestnuts.

## ARTS BRIEF

### Granddad of pop

ON JUNE 18, the former Beatle Paul McCartney is 50. The good news for his fans is that BBC Radio is devoting a whole day to his life, times and music. The bad news is that it has been consigned to Radio 2, the home of big bands, sweeping-strings and other musical styles considered far too passé for the bright young things on Radio 1.

Even Capital Radio in London is marking the occasion with a Beatlemania day only on its Gold, "oldies" service on the AM wave-length, and with a concert featuring the "Bootleg Beatles", at the National Ballroom in Kilburn, north London.

### New oldies

BIRMINGHAM Royal Ballet is turning to the past for the highlights of its 1992-93 season, presenting the company's premieres of dance-dramas by two international dance pioneers. *The Green Table*, created by the German Kurt Jooss in 1932 to expose the horrors of war, will open the company's season at the Birmingham Hippodrome on October 19. In July 1993, at the Royal Opera House, the Birmingham company will premiere Agnes de Mille's definitive American work, *Fall River Legend* (1948). Surprisingly, this is the first time that a de Mille ballet has entered the repertoire of any British ballet company.

### Where's Dennis?

WARNER Brothers have launched a nationwide search for a boy aged between five and seven to play the title role in their forthcoming film *Dennis the Menace*, inspired by Hank Ketchum's famous comic strip. Walter Matthau will co-star, and shooting is due to start in September, with Patrick Read-Johnson as director.

### Enigmatic

W H SMITH has jumped on the classical music bandwagon. The book-selling chain is launching its own bargain-price record label, imaginatively called Classics, with 20 releases of popular classical repertoire. "One particularly remarkable aspect of the 20th century has been the renaissance of British orchestral music," says W H Smith's accompanying brochure, introducing a recording of Elgar's *Enigma Variations*. The only trouble is that the *Enigma* was premiered in 1899.

## Paper napkins for the press baron

SEVENTY-FIVE years ago this month, a film called *Runaway Romany* was premiered. An indifferent romance, hardly even noticed at the time, *Runaway Romany* was to launch both the film career of Marion Davies and one of Hollywood's most famous love affairs.

In 1917, Marion Davies was not yet 20 and William Randolph Hearst was 54. Marion had left convent school at 16 to join a Broadway chorus, and soon became an outstanding beauty of the Ziegfeld Follies.

Hearst, having inherited one of the greatest mining fortunes of the West, had built an empire that commanded at its zenith 29 newspapers, 15 magazines, eight radio stations, four film companies, five mines, two canning factories, a department store, two million acres of land and entire city blocks. His employees numbered more than 30,000.

He was also fascinated by showgirls. Though time and money gave her a patrician veneer, his wife Millicent was dancing in a vaudeville act called *The Merry Maidens* when they met and, in 1903, married. Long before the affair with Marion took off, Hearst regularly reserved front-row seats to watch her in the chorus, and sent small gifts by Tiffany.

Hearst's competitive spirit was aroused when a rival newspaper proprietor financed *Runaway Romany*. He promptly offered Marion \$500 a week to star for his own film company. At the same time he installed her and her family in a marble palace in New York.

The love affair which ensued was to last until Hearst's death, 34 years later. Mrs Hearst, steadfastly refusing divorce, remained discreetly in New York, while Marion became Hearst's inseparable companion in California, and hostess of his fantastic castle at San Simeon. Hearst was too rich and powerful for eyebrows to be raised.

San Simeon dwarfs in extravagance even the follies of Ludwig of Bavaria. The site was a huge tract of coastal wilderness originally bought by his father at 75 cents an acre. Since boyhood he had taken camping holidays there.

**David Robinson**  
 recalls the life  
 of Marion Davies,  
 the film star and  
 lover of William  
 Randolph Hearst

To create a permanent home, Hearst engaged an energetic, Paris-trained Californian architect, Julia Morgan. Her work was to continue for many years, since her employer was always making changes.

Morgan's plans had also to accommodate the vast plunder of architectural treasures: pillars, panelling, ceilings, cornices, statuary, fireplaces — which Hearst bought up in Europe. Forgetting her Beaux-Arts background, she cheerfully mingled every style and period, to ebullient effect.

With its twin towers (plus 36-bell carillon) and Spanish Gothic facade, the pile rises like some strayed Gothic cathedral. The 20-foot high assembly hall and the ecclesiastical-styled refectory are patchworks of carved woodwork, mixing Gothic and Renaissance, French, Italian and Spanish; along with Brussels tapestries and a treasury of 18th-century English silver.

In Hearst and Marion's day, Heinz ketchup bottles stood on the massive oak refectory tables, in nostalgic tribute to the boyhood camping days. The napkins were always paper, which he found more hygienic and practical.

The treasures continued throughout the house and garden. Still more were destined never to be unpacked from the crates in which they had arrived from Europe. Even the elevator to Hearst's suite is an ancient Italian confessional.

To be invited to San Simeon's weekend house parties was the necessary sign of social arrival in Hollywood. The guests would include Chaplin, Valentino, Fairbanks, Gloria Swanson and Mary Pickford, and in later years Bette Davis, Dietrich, Garbo, Clark Gable, Shirley Temple — everyone, in fact, who was anyone, along with



Marion Davies in *Page Miss Glory* (1935)

passing politicians, generals, authors and aeronauts, Winston Churchill, Lindbergh, Coolidge, Bernard Shaw.

Weekend guests, under orders to leave cars and servants behind, boarded a private train at Glendale and were entertained on the trip up the coast with refreshments and music. From the station at San Luis Obispo a motorcade took them up the hill to San Simeon, passing through Hearst's great private zoo. The most privileged stayed in the big house; the rest in the three over-furnished guest houses.

The days at San Simeon were filled with walking, riding, tennis, swimming, picnics, the evenings with costume parties (the costumes loaned by MGM) or screenings of the latest Hollywood films in the private theatre. The only obligation of the day was prompt assembly for dinner.

Hearst was a huge, bearlike, awkward man with a squeaky

beauty pushed beyond her abilities — is cruel injustice. She was an accomplished and conscientious actress and her personal charm and wit illuminate all her screen performances. Shaw wanted her to play *Eliza Doolittle*. Her appeal to the public was genuine.

Indeed professionally at least she might have prospered better unaided. Hearst's adoration tended to push her into dressy, romantic, idealised roles, when her great strength was in broad comedy ("I won't have Marion hit with a custard pie," he protested when King Vidor was directing her in her first film, *Show People*). She overcame, rather than benefited from the excessive personal publicity in the Hearst press, year after year.

*Citizen Kane* did most to perpetuate the malicious myth. Audiences inevitably identified Kane with Hearst and hence the pathetic, untalented mistress whom Kane attempts disastrously to groom to opera stardom, with Marion.

By the time of *Citizen Kane*, however, Marion had retired from the screen. She remained by Hearst's side; and when his extravagance finally took its toll, she used her own money to get him out of financial difficulties. After Hearst's death in 1951 she married, for the first time, and lived on, an alcoholic, until 1961.

The Hearst family gave San Simeon to the State of California. Today Hearst's treasure house is one of the great tourist attractions of the West. Splendidly as it is maintained, there is an oppressive gloom about the place — perhaps the lingering weight of money and power and accumulation; or just the ghosts of the hectic Twenties. Perhaps only Marion's verve and fun were able to bring the place to life.

Years after her death, Orson Welles tried to right the wrong he had done Marion, denying that he had meant to caricature her. "Marion Davies" he wrote, "was one of the most delightfully accomplished comedienne in the whole history of the screen. She would have been a star if Hearst had never happened." It was too late. Poor Marion had gone down to history as Hollywood's Pompadour.



The Saw Doctors: said to be Ireland's most commercially successful band since U2

## Venturing across the water

The Saw Doctors have conquered Ireland and the Irish, but

Michael Wright wonders if the group has international appeal

Rock pundits have been at least as appalled by the Saw Doctors' success as they have been delighted. Hailing from a remote corner of the West of Ireland, this cheery clump of country-punk-folk-rockers churns out jangling, catchy songs with the minimum of sophistication. They are neither musically innovative nor physically irresistible. They have no angry young message for the world and their haircuts are unremarkable.

For every critic who has saluted them as "heroes to the plain people of Ireland", there has been another exhorting them for their "juvenile laddishness", for being "the non-thinking man's Pogues". In Ireland, an RTE producer branded the group's music "vile and disgusting" and at least one radio station — Dublin's 98 FM — has refused to play their records.

So much for Ireland. The question remains as to whether the Saw Doctors' raw exuberance and country bumpkin melodies can really travel, let alone achieve any lasting impact. Their home-spun charm is undeniable, but points scored for open-faced naivety and a non-committal hotch-potch of styles offer only the most precarious of foundations when translated abroad. The next few months — with a number of major performances in Britain — will be instrumental in shaping the band's international future.

I caught up with the group in Toronto, hoping that a tough gig in front of a non-partisan Canadian audience would provide a clue as to their export potential. Unfortunately, about 50,000 Irish émigrés had hit the city before me, so that we might just as well have been in Galway. True to reported form, the

Saw Doctors took up a storm and the audience responds ecstatically: heaving, wailing, pogoing, and hooting their approval. The larking Irishness of much of their humour is balanced by the no-holds-barred exuberance of the performance; by the band's old-fashioned postures, their open faces, their ribald self-mockery, their hell-for-leather romps through simple, catchy songs: the sheer warmth and optimism they project. All of these elements defy national boundaries and the show is invigoratingly potent, a promising taster of the band's forthcoming dates in Britain.

Hotfoot from Chicago, and after a warm-up gig at the Grand in Clapham tomorrow night, the Saw Doctors will perform in front of an anticipated 35,000 people at the Fleadh in Finsbury Park this Sunday, sandwiched between Rory Gallagher and Chrissy Moore. Later in the month comes the Glastonbury Festival and — at the beginning of August — Knebworth, where they will be among the support acts to Genesis.

Big times beckon. "We like to think we're bringing the lounge bar atmosphere of the west of Ireland to the world stage," says lead singer Davy Carton.



# Chez nous, a rotting farmhouse

**Barry Turner**  
takes his first  
lesson in Gallic  
etiquette: how to  
be beguiled by  
your builder

**M**onsieur Gonano will be here soon. We agreed to meet at five o'clock and he promised faithfully not to be late. "Absolument. Pas de problème!" Which means he will arrive at about seven. Just in time for drinks.

The purpose of the visit is to discuss the next stage of the building programme. The construction is an everlasting process. It started two years ago when we paid FF230,000 (about £23,300) for Le Berner, a Gascon farmhouse, which the vendor described optimistically as "une belle ferme à restaurer".

What we had in mind was a modest renovation allowing for two up and three down. That, however, was before M Gonano delivered his verdict.



He came highly recommended as a true entrepreneur, a master of all the constructional arts. And, indeed, so he proved to be. There was nothing that could not be fixed.

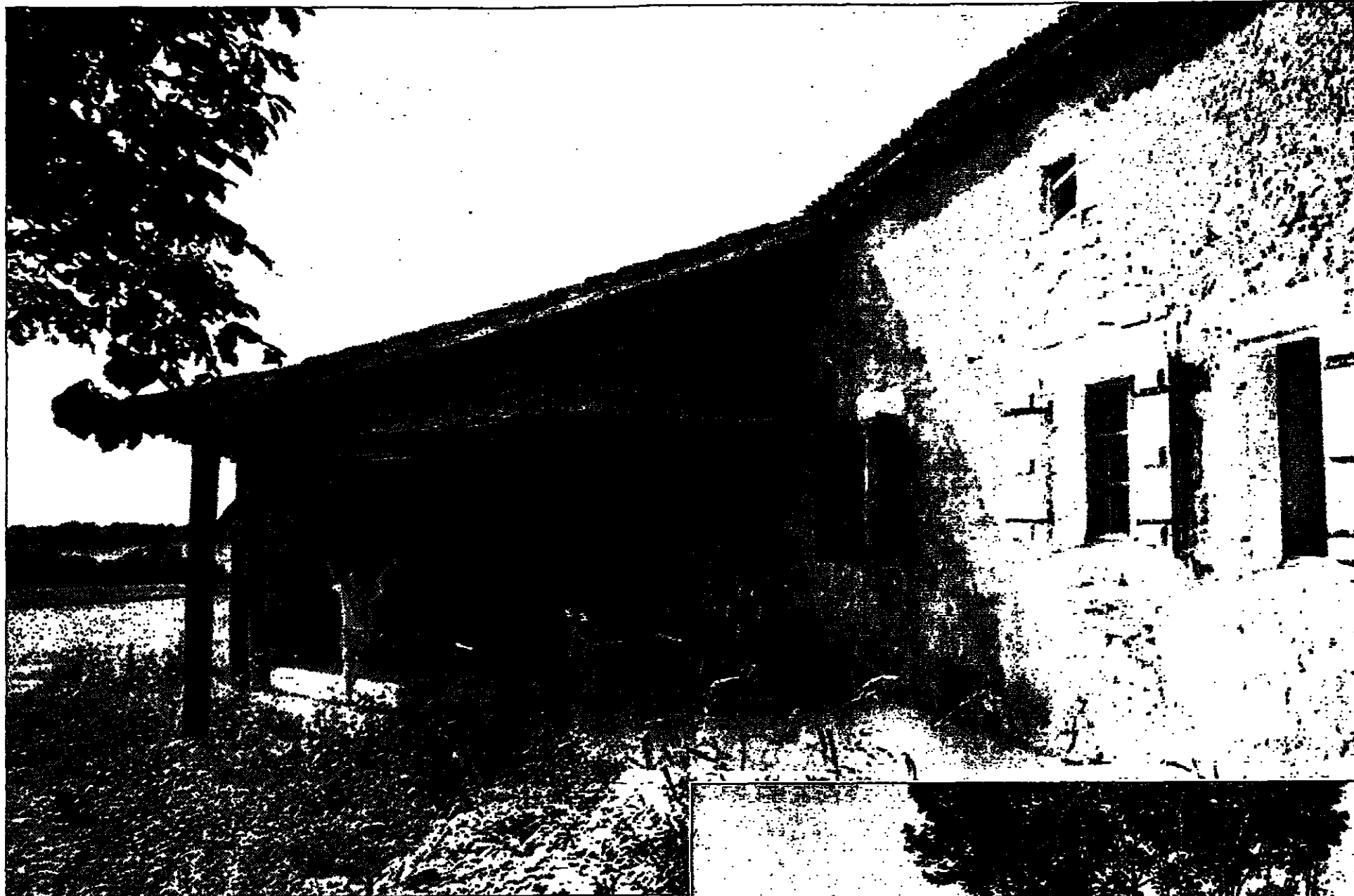
He started as he meant to go on, arriving two hours late for his first tour of inspection. As this was before we had actually bought the house, others were in residence, an extended family of north African immigrants, who had been living there rent-free in return for casual work on the surrounding farmland.

Their future, as far as we could understand it, was to move into town, where a municipal flat with running water and main-line sewerage facilities as yet unheard of at Le Berner, was awaiting them.

The old homestead, however, still held its attractions. We were not at all sure that they really wanted to go. Conversation was, to put it mildly, a strain, and Mary, my partner in life as in this crazy enterprise, was inclined to throw in the towel.

"We can't push them out of their own home."

"We're not pushing. When they see what they're getting,



they'll want to go. Wouldn't you if you lived in this dump?"

"But we are going to live in this dump."

"Ah, yes. But..." M. Gonano may be a poor timekeeper but he knows how to make an appearance. His builder's lorry bounced down the track, the tools of his trade crashing about in the rear as he rolled over the potholes. With a cheerful "Bonjour" he jumped from his cab, hand outstretched to greet us, and behind us a half-circle of tight-lipped observers.

He got the picture immediately. Were not these fine people from across the sea? And was not he, M. Gonano, with his Italian grandparents, also of immigrant stock?

He flashed his gold fillings in a sunshine grin and was rewarded with nods of recognition for a kindred soul. We were welcome to begin our tour of the property.

Clearly, there were certain priorities. The stable roof sagged so precariously as to bring a whole new meaning to the word lean-to. The terrace wall needed to be strengthened. Several beams had to

**Monsieur Gonano said he would drive over on Thursday, so we were not entirely surprised when he turned up on Saturday**

come out (dry rot) and there was work to be done on the foundations (wet rot). That was just the exterior.

Inside, there were problems in assessing the level of degeneration. Animals were everywhere. The loft, approached by a rickety stepladder, was occupied by a family of wild cats. You could tell from the first snarl that words of affection such as beguile domestic animals would not get us over the threshold of their domain.

The *bergerie* had only one sheep, a docile, mangy creature, but it was guarded by a brute of a dog, powerful enough to drag its kennel around on the end of a chain.

The enclosed terrace was reserved for chickens, which deterred an approach by a collective smell of such intensity that it was a wonder anybody had the stamina to collect the eggs.

A further deterrent to a close inspection of the property was the pile of scrap metal. Even without the abandoned cars and tractors flanking the rear of the house, there were enough old farm implements to start a country life museum. A dispersed collection of cots, prams and bed springs spoke of a family long since grown up but somehow reluctant to surrender the rusting mementoes of young love.

No matter. M. Gonano expressed himself satisfied that all would be well. We had merely to agree a price with the owner and he, M. Gonano,

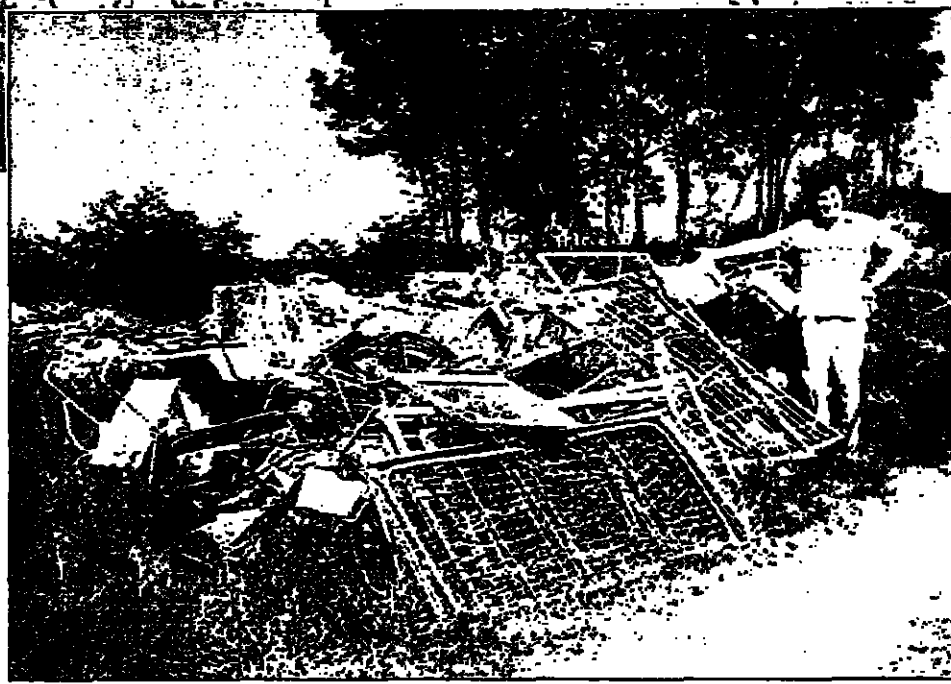
would take care of everything. We resisted talking about money. Somehow, it did not seem to be the thing to do. But the strength of the farewell handshake left us with the unmistakable impression that a deal had been done.

For the next episode, we begged the services of an English friend living near-by, a fluent French-speaker who had studied the Gascon nodes and winks, nose-tapping and chin-scratching that serve for business transactions. Together we called on the owner of Le Berner, Monsieur Bonne, a farmer of indeterminate middle age, brown as nutmeg, with a soft growl of a voice that invited agreement.

For such a critical matter as land transaction, he brought in the whole family. They gathered in his parlour, a dark, cool room furnished entirely in heavy oak. Here was a spur to an opening conversation. We talked about the oak forest that used to cover much of the region. The last of it had occupied several hectares at the back of the house we were there to buy.

What happened? When, a few years ago, Brussels increased the cereal subsidy, all the wood was cut down to make way for corn. That was when the farmers were doing really well.

M. Bonne and our mentor did most of the talking. Madame Bonne and her two sons, the oldest in his early



Home sweet home: at last the farmhouse, with the Gonano treatment, top, can be lived in. Right: bed springs were among the junk that littered the place two years ago

forties, the other at least 20 years younger, sat quietly. They looked slightly bemused, as indeed they had every right to be. Who were these eccentric English who wanted to live in a house any sensible Frenchman would pay to avoid? The native ideal in Gascony is a spanking new red-brick bungalow, draughtproof, with central heating for the winter. Now here were these foreigners telling them they were doing it all wrong, but they were ready to pay good money and the smile of one-upmanship broadened and the negotiation entered its final stage.

Le Berner was ours, at just below the asking price but with extra land on each side of the *allée* where we planned to grow an avenue of fruit trees. A date was fixed for formal signatures and the paying of a 10 per cent deposit, a peculiarly French custom that deters the buyer from a last-minute change of mind. Once the deposit is registered there is no going back, unless it is without the money.

The deal was celebrated with a drink. We stumbled

through our French conversation. The youngest son, Jean-Philippe, confessed his devotion to rock music, an art far beyond his parents' comprehension. He was intelligent and well-informed, the first in his line to go to university. We wondered what future there was for him on the land.

Many meetings later when, for us, colloquial French as practised in Gascony was still an impenetrable mystery, Jean-Philippe put us out of our misery. "Would you prefer that we speak in your language?" he asked in impeccable English.

Once Le Berner was ours, it was time to reconvene with M. Gonano. He said he would drive over the following Thursday, so we were not entirely surprised when he turned up on Saturday. The appeal of the red-brick bungalow was dramatically revealed to us in the small print of M. Gonano's devis, delivered in person so that he could explain, as he put it, the finer details.

We had several drinks and M. Gonano roared with merriment at our halting attempts

to impose *House and Garden* design on rural practicalities. We wanted an east-facing window in the kitchen.

"Why?" "Because, without a window, whoever is preparing meals will miss out on the morning sun."

"But who needs the sun in the morning? It's too hot."

"Not when you come from London, it isn't."

A nose tap. You could see him thinking. "These English, they miss out on so much."

So here we are two years on. The construction has advanced at a leisurely pace — by the bank manager's request and M. Gonano's inclination. Recently we decided we had done more than enough to be comfortable. Then the children put in a request for a swimming pool. When he heard of it, M. Gonano enthusiastically agreed.

"But of course. Nowadays everybody has one."

He offered to call round to take a few measurements. "At five o'clock?"

"Absolument. Pas de problème."



LES ACHATS

What to buy  
in France  
and where to  
find it

## Exquisite creations

TUCKED away in the village of Notre-Dame-de-Lumières, not far from Gordes, is a fairytale castle where France's reigning queen of embroidery, Edith Mézard, holds court over her recently opened boutique workshop. In the old stables the Château de L'Ange, Mlle Mézard creates and sells her exquisite range of hand-embroidered bedlinen, tablecloths and cushions using linen, cotton, silk and raffia. Three former horse stalls lend themselves perfectly to the creation of mini showrooms. Mlle Mézard's summer collection (she produces four collections each year) is due out this month. Edith Mézard, Broderie, Château de L'Ange, 84200 Lumières (010 33 90723641). Open seven days a week from 3pm to 6.30pm.

## Gypsy china

FUCHSIA, mustard, vermilion and turquoise: all the colours of a gypsy caravan are to be found in Jenevieve Lethu's new dinner set, appropriately named "Trigane" — from the Hungarian word for gypsy. Prices for this flamboyant china are reasonable, with plates priced between FF91 (£9) and FF96, dessert plates at FF85 and coffee cups at FF75. Pure cotton matching tablecloths, 80 cm square are also available (FF390). China and table linen are available from all Jenevieve Lethu boutiques in most large towns. Ring 010 33 1 46684000 for an address list.

## Wild and good

WHILE jams with major labels remain popular, as a special treat many French jam connoisseurs like to spread their morning tartine with delicately flavoured preserves from the small independent producers. Frequently made with wild fruits, these country jams generally have a lower sugar content.

Bernard Berille's jams are all made with organically



Real treat: country jam

grown fruit and unrefined sugar (FF17 to FF20 a pot). Try his bitter orange, strawberry rhubarb or wild blackberry flavours. Bernard Berille, La Trinqueline, Trinquelin, 89360 Quarreles-Taubes (010 33 8632 2097).

Unusual flavours such as lemon-herbes de Provence, rose, melon and eglantine can be found at Fauquais, which also sells by mail order. From FF25 to FF30 a pot, 30 Rue de la Trémoille, Paris 75008 (010 33 1 47208091).

SUSAN BELL

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## Enjoy a taste of France for half-price

How to stay at any of a hundred top hotels without breaking the bank

Times readers are offered as much as 50 per cent off the standard tariff at their choice of a hundred hotels throughout France this summer.

Over the next 12 weeks *The Times* is presenting a season of accommodation and travel offers to help you to rediscover France. Our Passport to France series gives readers the exclusive opportunity to enjoy some of the finest hotels in the country.

This superb offer with

Mercurie and Altea Hotels enables you to plan a family holiday, stop over on business, or simply relax with a weekend break. Whatever your choice, you could pay as little as FF200 (about £20) per night for a family of four.

To take advantage of this offer you will need to collect ten different tokens from those printed in both *The Times* and *The Sunday Times* until Saturday June 13.

The offer is available at participating Mercurie and Altea hotels from June 20, through July and August and up to September 7. The discount is available for any day of the week although on some days the reduction available will be 25 per cent.

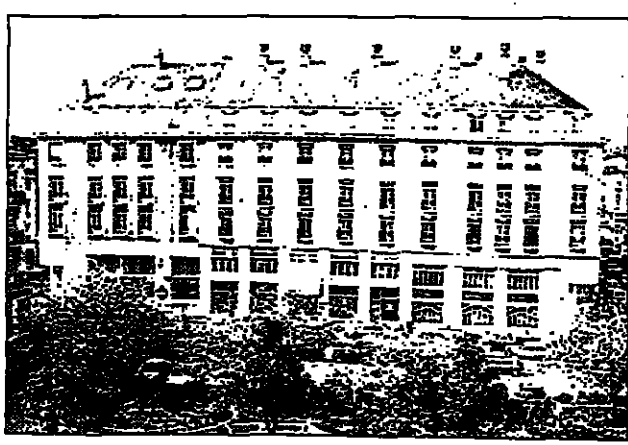
Details of all the hotels, with a brief description of the facilities they offer and their room rates can be found in the four-page feature which appeared in last Tuesday's *Times*, together with details of how to book, terms, conditions and an application form.

Mercurie and Altea Hotels are truly international, with some 200 hotels in nine European countries. Each hotel is distinct and reflects the character of the region as well as providing an ideal base for exploring the locality.

At every hotel in the group, the rooms have all the facilities that business and leisure travellers expect from a first-class establishment, including television, direct-dial telephones and mini bar. In the restaurant you will find superb cuisine and a choice of local and classic wines from "la carte de Grands Vins".

You may select as many hotels for as many nights as you wish as long as your stay is before September 7, 1992.

Applications must be accompanied by ten different tokens from *The Times* or *The Sunday Times*. A token has already appeared in *The Sunday Times* on May 31 and one will appear next week. Tokens will appear in *The Times* daily until June 13, when the application form will be published. Complete all sections of the



The Altea Hotel Continental, in the heart of Brest

hotel **Mercurie** **ALTEA**

## HOW TO BOOK

form, indicating where possible a second choice of hotel. Your application must be sent by post to the central reservation office at the address shown, and if all your selections are available confirmation will be sent to you. Should

any of your selections be unavailable, your second choice will be checked. If still unavailable, the reservation centre will advise you and offer alternatives.

Special requests should be entered into the appropriate section on the booking form. Special telephone lines will be open for any queries at the reservation centre from June 10, which is the earliest day for booking, and details will appear in *The Times*.

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TOKEN 3

From wh

Home  
cause  
new f

Blacks, white  
and grey are



# From white hot revolution to the pound in your pocket



PM. pro tem: Wilson in April 1970

What was Lord Wilson's contribution to our political history? This biography does not take us much nearer to an answer. Though its fact-packed narrative has short interspersed passages of comment, it contains little sustained analysis and ends with no attempt at an historical assessment.

Morgan tells us that he neither sought nor would have accepted a commission to be the "official biographer", though his book is based on "all the available sources" — with the exceptions of the official papers of the time (not yet public) and Wilson's own papers. His aim was independence and his factual record is, so far as I know, accurate. But his judgments are consistently adverse to Wilson, whose motives are presented as suspect, careerist and self-interested.

Wilson's background — northern, non-conformist, liberal (not socialist), and lower middle class — is well described. An ethos of "getting on" set him on the road from being, rather self-consciously, the cleverest boy in the class, via Oxford, to No 10. Yet he had no plan; one upward step at a time was enough.

At Oxford he was not an inactive member of the Liberal club, though he sought to play this down later. After getting his First, the next step in this pragmatic ascent was work for Beveridge

Harold Wilson said a week is a long time in politics. Ronald Butt misses a sense of historical perspective in the Labour premier's latest biography

HAROLD WILSON  
By Austen Morgan  
Pluto Press, £25

on unemployment in 1937. When war came, Morgan asserts, Wilson was free to volunteer for military service but "without evidence to the contrary, it must be concluded that he chose not to enlist" but sought to "enter Whitehall as a wartime civil servant".

Whether he sought it or not, he spent the war in Whitehall, during which he did decide where he was going. In 1945 he was elected to Parliament. Atlee made him the youngest junior minister at 29 and he rose through successive reshuffles to become the youngest cabinet minister as President of the Board of Trade.

There, against the wishes of the Left, he made his "bonfire of controls" on the grounds that they were inefficient. Yet though he was a natural moderate, he gradually associated himself with the left, resigning with Bevan in protest against NHS charges and, after Bevan's death, challenging Gaitskell's leadership when the latter had been defeated by the Labour Conference over unilateralism.

The latter incident displayed Wilson's political personality with great clarity and Morgan spends too little space analysing

it. I never saw Wilson more plainly uncomfortable than on the night he announced the challenge which he knew would fail. He had not wanted to make it but had boxed himself in by insisting, before the conference voted, that the leadership should come to terms with the conference decision, whatever it was, and work with it. He was not himself a unilateralist, and as prime minister he kept Polaris. But he believed above all in working with the grain of a party.

For the same reason he disapproved of the Gaitskellite attempts to jettison Clause IV of Labour's constitution (on common ownership), which Wilson sardonically called the Ark of the Covenant, to be honoured if not obeyed. His approach to politics was always consensual. The question is whether Gaitskell's confrontational approach would have been more effective in power than Wilson's.

I doubt it. Wilson never budged from that programme in principle and he had the advantage of being trusted by the Labour rank-and-file (if not at Westminster) as Gaitskell never was. He was also probably the best parliamentarian of the time. His speeches as shadow chancellor were the funniest I have heard in the Commons; he had the knack of making the Tories laugh against themselves.

He also had the knack of talking to the nation on television, in his flat northern accent, in his own language. I recall his blunt rebuke to trade unionists for "pinching a few minutes here, an hour there". What other prime minister would have dared say that? Nor, despite his deviousness in politics, was he uninterested in ordinary people.

So why did he fail so abysmally in both his periods of power? The fault was more in the programme and party than in Wilson himself. In the early Sixties, the post-war mixed-economy dispensation, founded by the Atlee government and accepted by the Tories, was failing. Something new was needed. Either

Britain had to turn towards more structured state interventionism or discard it.

There was no consensus for discarding it; Macmillan had begun new experiments in prices and incomes control and industrial planning. "Indicative planning" was the vogue; so was social engineering and higher social spending. The logic was for a social democratic party to try these ideas out. We too easily forget how far Wilson's Labour party reflected the intellectual climate of the time.

Labour failed because the recipe was wrong, but it was a phase we had to go through before we could move on. That is the significance of Harold Wilson. In his second prime ministership, he saw Labour fall into the grip of the left he had hoped to tame by consensual politics. Austen Morgan is right to say that he resigned in 1976 because he was bored, had lost confidence — and knew that election defeat lay ahead.

This is a serviceable biography but one which, in its mass of detail, often lacks proportion. It also suffers from the author's palpable dislike of his subject. It is true that, in Lord Acton's words, we should "be prepared to find that even the best people give way under close scrutiny". But objectivity should be informed by charity if human nature in politics is to be made comprehensible.

## Home of lost causes wins new friends

As Oxford undergraduates sit their finals, *The Times* hails two new books on the glories of Matthew Arnold's "beautiful city"

C. L. Edwards

THE COLLEGES OF OXFORD

By Miles Jebb

Constable, £14.95

THE OXFORD AND CAMBRIDGE CLUBS IN LONDON

By John Thole

United Oxford and Cambridge University Club, £19 plus £3 p&pp

The colleges of Oxford and Cambridge possess the most vital and interesting medieval buildings in Europe. Churches and cathedrals apart, these are also perhaps the oldest buildings in this country still used for their original purposes. Tourists have problems with this, for sightseeing by its nature demands that buildings be either museums or uninhabited shells.

Ancient university buildings, however, remain in everyday use as lecture rooms, libraries or undergraduate studies, often adapted to meet modern needs but seldom abandoned or mummified. When the ancestral calm of a summer afternoon is broken by rock music blaring from a cloister window, you can be sure at least that the buildings remain alive, whatever your view of the occupant.

Because they are neither museums nor ruins, Oxbridge colleges generally make few efforts to inform the visitors, who often wander the streets in ignorance ("Where is the university campus?") or invade private areas with insouciance ("This must be the Dean of Divinity's bathroom"). Miles Jebb's new walking guide will go a long way towards helping inquisitive travellers to discover, understand and respect the buildings.

This is a guide to be used on foot, not in the car or armchair, providing accurate and succinct summaries of each college's history before describing the architecture in clear, jargon-free prose. Jebb's own opinion of the merits of each building seldom intrude, a rare exception being the notorious Florey building of Queen's, which he condemns as "gloomy".

Most people think of Oxford as a city of buildings and books, but, oddly, the thought that strikes most often in using this guide is that the personalities have always mattered more than the architecture.

From Robert Grosseteste in the 13th century to Elizabeth Wordsworth in the nineteenth, it is

determined teachers who have made the university what it is, with the college architecture only providing a shelter for that inward striving to educate. For what is a building without a person, or an imagination to apprehend both? A library where Cardinal Newman read or a hall where Philip Sidney dedicated acquire a special aura that matures with time.

Almost all the architecture of Oxford has been transformed in the present century: partly by additions (many of them undistinguished) but more by cleaning and restoration. To anyone who knew Oxford buildings before the Fifties, the change has been dramatic. It is hard to realise that Zuleika Dobson's Oxford was a blackened city of crumbling stone, not the collection of alabaster marvels — some of them almost completely reconstructed — that we know today.

Most of the work is now done, and the scaffolds of the repairing masons are less evident today than they were 15 years ago. Then it was possible for three undergraduates, fortified by a good dinner and dressed in black ties to climb the scaffolding of New College, Merston and Magdalen in succession on a single clear night, leaving a flashing light on top of Magdalen's great tower so that it resembled a traffic control tower at Heathrow.

Perhaps the most noticeable defect is the lack of an index, but it is

also disappointing that the non-collegiate buildings, such as the Bodleian Library, are shunted into a somewhat grudging appendix. An imaginative anthology of college life through the ages, put in perhaps as a stocking-filler, adds warm flesh to the dry bones of architectural description. This is a book that can be warmly recommended for the serious tourist as well as for the casual enquirer.

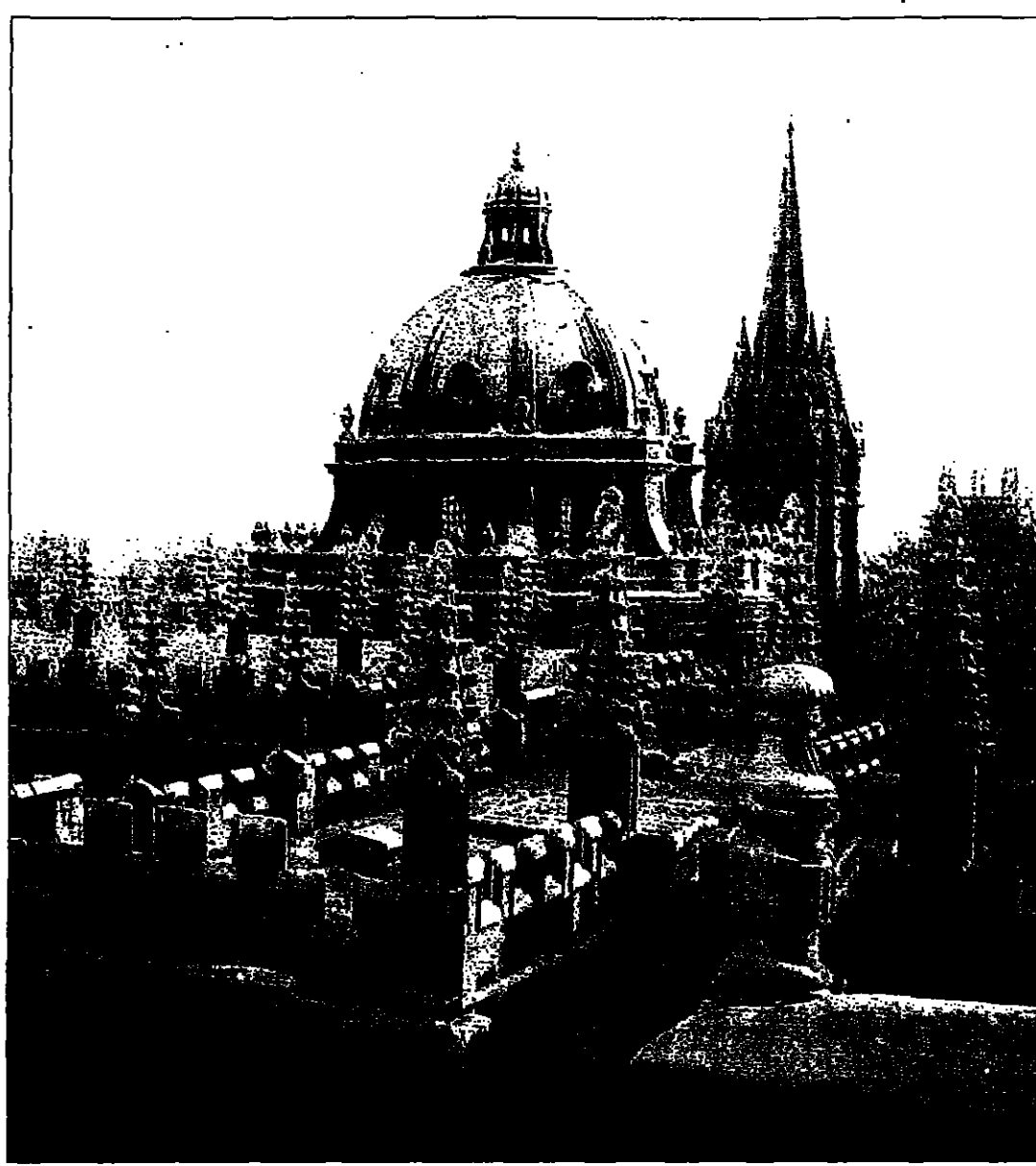
Oxbridge tends to feed London with recruits for city life, and until recently it was assumed that the prosperous or well-bred man would join a London club as soon as he ceased to be an undergraduate. Inflation, commuting and family life have combined to undermine the role of the gentlemen's club.

Nevertheless, it might be expected that a club for Oxford and Cambridge graduates would still prosper. A century ago there were five such clubs, but now they have all become one, the United Oxford and Cambridge University Club, which inhabits the handsome clubhouse designed by Sir Robert Smirke in Pall Mall.

John Thole's history of the various clubs, published by the remaining one, is attractively written and illustrated, but will probably appeal only to members or those who like to marvel at old prices. Chapter headings such as "The way we lived then" and "Fortunes of war" are sure indicators that nostalgia is the order of the day here, as it is for so many of the members, who still want the club to admit women only as "lady associates" a century after the universities themselves began the long haul to common sense.

This book is an elegy for a gentlemen's club that has died because it was caught between two worlds. In future it may have to look to a wider society for its members, and for a different role in clubland.

The author, an antiquarian book-seller, is a member of the Oxford and Cambridge University Club.



A view of Oxford by Andrew Lawson, from *The Oxford Illustrated Literary Guide* (OUP, £25), edited by Dorothy Eagle, Meic Stephens and Hilary Carnell and published in a revised edition this month

Christine Verity

NORTH OXFORD

By Tanis Hinchcliffe

Yale University Press, £25

Few suburbs in this country have ever been regarded with affection, let alone respect. To live in a suburb is to be both socially and intellectually de trop. Unless, of course, the suburbs in question are Hampstead or North Oxford.

Hampstead has frequently been written about but, surprisingly, Tanis Hinchcliffe's book is the first definitive study of North Oxford's history and architecture. Hampstead boasts many fine buildings from the eighteenth century onwards, but North Oxford was a

Victorian invention. Once called Northam Manor, the area is dominated by vast Victorian villas owing their inspiration to both Norman Shaw and Pugin.

The expansion of Oxford happened very quickly. Burne Jones recalled the Oxford of the 1850s where "on all sides, except where it touched the railway, the city ended abruptly as if a wall had been about it, and you came suddenly upon meadows". But St John's College, which owned the bulk of the land to the north of St Giles, was soon to embark upon an ambitious building programme.

The first major building work was carried out under the architect Samuel Lipscomb Seckham in Park Town. Two neo-classical crescents, reminiscent of Cheltenham, provide some relief from the neo-Gothic Victorian that prevails else-

where. But on a dank November night even this part of Oxford takes on the nebulous hues of Edwin Drood — as do the grand Victorian avenues built soon afterwards.

In the 20th century, the grand houses took in more and more lodgers. Many an Oxford graduate

will recall life in a garret within sight of the church of St Philip and St James, designed by G. B. Street who went on to design the Law Courts. Nowadays rising rents and the trend back to family occupancy have pushed the students out, down the Ilfley Road or into the concrete barracks with which colleges disgrace their own precincts.

The hallmarks of life in North Oxford today are those of affluent health foodism, eco-consciousness, and safety first. A bike-ride to the health food shop requires helmet, fluorescent yellow bands and ankle-reflectors. But one of the surprising revelations in this book is that the character of the place has always been so.

Despite popular myth, dons were outnumbered by retired civil servants, vicars and public schoolmasters. An even more intriguing fact: in 1881, 75% of the population of North Oxford was female. This laid the roots for the establishment of the women's colleges, four of which lie to the north of St John's. These women were the ancestors of today's politically-correct matriarchy, now at war with itself over whether sexual equality requires the disappearance of single-sex colleges. A century ago "most of us", trilled the novelist Mrs Humphrey Ward, "were very anxious to be up-to-date and in fashion whether in aesthetics, in house-keeping or education".

But the pervasive atmosphere in North Oxford is of anonymous gentility. Benjamin loved it and helped set up the North Oxford Conservation area in the late 1960s. The melancholy streak in his nature could not resist "the silence of flowered bedrooms where the widows of heads of colleges lie dying, their eyes looking out into the sunset over 1860s crenellations". Despite the ascendancy of the politically-correct, it is this image of North Oxford — that of Dover Beach — which makes one love the place.

The author, a barrister and writer, is married to Professor Norman Stone. After many years in Hampstead, they live in North Oxford.

## Blacks, whites and grey areas

Peter Riddell

RACE

By Stuart Terkel

Sinclair-Stevenson, £15.95

Stuart Terkel, who recently celebrated his 80th birthday, has built up a niche celebrity as an oral historian. His tape recorder has vividly recounted ordinary people's views, mainly in his native Chicago, that most American and ethnically mixed cities. It is an arresting method and Terkel is successful in persuading people to discuss their innermost prejudices and fears.

His latest book is by accident perfectly timed. America is indulging in agonies of self-analysis about its attitudes to race following the Los Angeles riots. Terkel has talked to a wide variety of people, some of whom he interviewed in the 1960s, and he brings out the complexities and ambiguities of white and black views on race, the half-prejudices and constant suspicions.

In many ways the best parts of this long book come when his interviewees look back on the changes since the civil rights movement of the 1960s. For instance, Charles Johnson, a black professor at the University of Washington, is gloomy. "During the civil rights years, there was at least a sense of movement towards brotherhood. There was the ideal that once we got rid of Jim Crow, things would be better. It's twenty years later and they haven't got better." He be-

lieves many whites are ignorant of African-American history, while amongst black people there is a sense of despair and futility.

Douglas Massey, a white professor at the University of Chicago, argues that the races have drifted apart in so many ways — "Black English" is further than ever from standard American English, while most whites do not understand what it is to be black in America today. He argues that conditions have worsened since the Kerner report of 1968 found two societies, separate and unequal. This divide is now more tolerated.

The flaw of the book is its unrelieved pessimism. Terkel, while presenting himself as a disinterested recorder, has a distinct viewpoint, that racism is ingrained in American society. He undermines his case by neglecting the many examples of black success and good relations with whites.

Living in the majority black city of Washington DC for nearly three years, my lasting impressions were not just of the crime and drug problems of black young people, but of the prosperity of many black professionals and business people. The black middle class exists — though it is still separate in many ways. The racial trap remains.

## Broadcasts from Babel

Peter Davalle

A WORLD IN YOUR EAR

By John Tusa

Broadside Books, £9.95

A SKYFUL OF FREEDOM

By Andrew Walker

Broadside Books, £17.50

These are the first two books to mark 60 uninterrupted years of broadcasting by the BBC World Service. You would scarcely expect them to be objective. For one thing, John Tusa has been managing director at Bush House for six years, and Walker worked for the World Service as defence and commonwealth correspondent. For another thing, it is only books about the World Service that Broadside Books publish.

But partial as these two books are, they are a good read and complement each other. They present of the World Service as seen (in Tusa's book) from the very top of the ladder and (in Walker's unofficial history) from roughly half way down.

It is this difference in vantage points that allows Tusa to say, in response to those VIPs who have showered him and his team with plaudits: "It takes only one person to testify to the value of a single broadcast to validate the whole activity". It also allows Walker, when listing the puzzle that the English idiom can cause to listeners overseas, to ask: "What would a foreigner make of such phrases as 'a sticky wicket', or 'no axe to grind' or 'the curate's egg'?"

This problem of translating English into foreign languages — and transmitting in 37 of them makes Bush House a veritable Tower of Babel — is lightly touched on by Tusa, too. The BBC's World Service has syntax headaches. A news story in English that reads:



Tusa: view from the top

"Members of the Lebanese parliament have resumed their meeting in the Saudi Arabian town of Taif to try to agree on political reforms to bolster the present ceasefire in Lebanon" had to be restructured as: "Lebanon within, present ceasefire bolster in-order-to, political reforms by agreement concern-

ing Saudi Arabia country Taif town within. Lebanon parliament members meeting again convened".

Given that the audiences for the World Service vernacular programmes are far greater than for its English services, there is some irony in the fact that the inscription above the Aldwych portico of Bush House reads: "Dedicated to the Friendship of English-speaking Peoples".

Walker traces the development of the World Service chronologically, beginning in the early 1920s with the banning by the government of further experimental broadcasts after a fog-shrouded aircraft failed to get a weather forecast because of a Nellie Melba radio recital, and ending with the launching of World Service Television last year.

In contrast, Tusa's book is a collection of essays, lectures and extracts from travel diaries. The latter remind us what a fine reporter the BBC lost when Tusa had to learn to act like the head of a broadcasting service.

Tusa's book is, therefore, very much pegged to the man. Hence his picture on the front cover. On the back cover, however, the picture is of Terry Waite. His publicity-exposed indebtedness to the World Service bulletins during his long captivity, and the gratitude of the American hostage Tom Sutherland, turned a world spotlight on Bush House out of which, understandably, it is reluctant to step during this, its diamond jubilee year.



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Victoria Glendinning discovers Dickensian depths beneath the smart lunchers and sexual athletes who populate the latest Melvyn Bragg novel

## Low lives of South Bank Man

The success of this book is assured, for good reasons and bad. It is chiefly set in London just before the Gulf war, and the faces are familiar. What about Martha Potter, famous for her corrupting newspaper interviews, or Lady Alfreda Kennersley, who gives parties for "grateful metropolitan opinion-formers", or Rudolf Lukas, the overweight media mogul?



CRYSTAL ROOMS  
By Melvyn Bragg  
Hodder & Stoughton,  
£14.99

Melvyn Bragg is careful. Just when you think you recognise the real person on whom a character is based, that person is mentioned, in a different context. Real people, such as "the Douros and the Waldegraves", are invited to Lady Alfreda's dinners and frequent the restaurants and clubs — among them the Academy ("an original hidey-hole") and Orso's, where Martha Potter spots "the ex-editor of Private Eye", "a hunky writer and editor from Faber & Faber", and "that woman from Chano with the mega-biographer of the decade". The knowing will take pleasure in recognising them. They have only small lunching-on-paris, and it is all a lot of fun.

The parts of other characters are conspicuously sexual. There is good, bad, paedophile, comical, and Lawrencean sex; a prose poem to sex, and sex helpfully flagged as "complex, detailed and audacious" before being fully described in all its complexity, detail and audacity. That's enough about sex. But I thought you would want to know. We have not yet reached, however, the point of the book. Mark Armstrong is a TV film-maker noted for his independence and integrity. Through Mark and his colleagues, Bragg is able to get a lot off his chest — about how, for example, the "you" on the screen

relates to "you" in everyday life, and how British television is losing its integrity because of "Bagshawism". Bagshaw is Mark's department head. The world of television, Mark complains, is filling up with Bagshaws who waste their days in pointless meetings, live like lords on expense accounts and freebies, and whose only aim is to keep in with bigger Bagshaws on whom they depend for funds, promotion and approval. Contrasted with Bagshawism are the high standards of ageing Helen, an uncompromisingly idealistic executive of the old school.

Helen has little influence on her protégée, Jen, the love of Mark's life and an ambitious beauty. Jen succeeded on American TV, married an oil millionaire, lost him and their son in an accident, and is now back in London trying to pick up the pieces while her fortune increases at the rate of half a million dollars a day. In telling Jen's story, Bragg ranges from her sad and shabby family in the north of England to the international "power-money" group who are the "true guardians of the vital wealth-producing process without which the entire world was doomed".

Even now we are not at the heart of the matter. The strivings of media folk are counterpointed by episodes evoking the growing underclass, "the diaspora of sick people" on the streets, the homeless of Cardboard City, the limited lives endured in depressed provincial towns and the IRA-breeding culture of Belfast. But the polemic is not directly political. Bragg is as even-handed in the way he displays opposing social attitudes as any BBC governor could wish. His passion is emotional and moral. It is about children's need



Londoners on the Tube like to ignore celebrities. The late Francis Bacon loved this example of *Shots from the Hip* (Bloomsbury, £9.99 pbk) by young photographer Philip Thomas, alias Johnny Stiletto, who claims to have taken 20 pictures a day since 1979. The book is a delightful sample of Thomas's candid camera

for love and security. Without these things they become unloving and insecure parents in an unloving and insecure society.

*Crystal Rooms* begins with the motherless child Harry, reared in a depressed northern town, being abandoned by his aunt's boyfriend in an amusement hall in Leicester Square. Here he is picked up by an older boy who takes him to his leader — a pimp, who procures for gay men. The innocent Harry is introduced to MP Nicholas de Lot, close friend of Mark and Jen. Nicholas takes one look at Harry

and falls in love, with a devotion that transcends lust. He will rescue Harry and give him a safe home.

It would be wrong to reveal how this plan works out while Jen simultaneously is coming to terms with her own unhappy childhood and the loss of her son. Suffice to say that the novel ends in an epiphany of faith, hope and charity in which sexual and material greed give way to the needs of the young and the consequent spiritual healing of the not-so-young. This is a 19th-century book about 20th-century people, which is why the

touch-down seems a bit bumpy: there are no young lovers to be united at the end.

It is prefaced by quotations from Dickens and Tennyson. Nicholas's romantic love for Harry is Tennysonian, there are touches of Bucky Sharp in Jen, and tinges of Troilope in Nicholas's meditations on Parliament. "A noble endeavour and something worth dedicating your life to" in spite of the hypocrites and scoundrels who sit in it.

*Crystal Rooms* is Victorian too in its air of having been written fast.

Mark is initially described as a Scot, later as an Englishman. While the analytical passages are highly worked, some sentences in the narrative are so roughly made that they read like a draft of what the author might have thought a bit harder, have wanted to convey. Yet the pressure to communicate, like the lavishment, is appealing. There is material for three novels in *Crystal Rooms*. Bragg's un-ironic display of deep feelings can seem heavy or naive, but is always courageous.

Bragg is a romantic and like

Dickens he mixes the journalist with the sentimental. Harry, the abandoned boy, is a later-day Oliver Twist. The pump with his pack of rent-bosses is a Fagin; and Nicholas, the closet-gay MP, stands in for Oliver's benefactor, Mr Brownlow. By means of these parallels Bragg gives *Oliver Twist* itself a retrospective twist. Victorian morals would not permit Dickens to suggest it, but is it not likely that the exploitation of Fagin's boy would have involved rather more than stealing watches and silk handkerchiefs?

## Growing pains

Funny, colourful and accessible, this is a blazing debut by the Canadian Douglas Coupland. But there is more to it than that. Part novel, part manifesto, to the work homes in on a trio of alienated 20-somethings who — over-educated and under-employed — reveal all the grim symptoms of belonging to the new "lost" generation of post-Baby Boomers, identified here as Generation X. Disillusioned with the world they have inherited "like so much skidmarked underwear", and fed up with "pointless jobs done grudgingly to little applause", Andy, Dag and Claire have retreated to the Californian desert to tell each other stories, hoping to make "worthwhile tales" of their lives.

Whether you accept Coupland's thesis about cultural disaffection among the 20-somethings, which he backs up with a set of statistics, does not really matter. Andy, Dag and Claire are painfully convincing in their own right, and reveal enough warty humanity and cardinal cynicism to prevent the book from appealing only to those glum young things who see themselves darkly reflected there. The trio's modern fables of love and death

Michael Wright

GENERATION X  
By Douglas Coupland  
Abacus, £6.99 pbk

and spacemen and nuclear war sparkle like lumps of quartz amid the granite of their desert life, each tale offering a small epiphany or moment of spangled optimism amid the prevailing gloom.

As Claire puts it, "It's not healthy to live life as a succession of isolated little cool moments. Either our lives become stories or there's just no way to get through them." Their difficulties in making connections and creating a "worthwhile tale" are tidily echoed in the Heath Robinson construction of the novel itself. It is told by Andy in the form of a first-person, present-tense narrative with a series of short chapters only clumsily sewn together.

This same jerky pattern is reflected in microcosm at sentence level, where phrases knee-deep in nouns grind against one another with only the occasional verb for lubrication. Thus "Baby magnesium flare twinkle lights gird the sentinel palms of Highway 111". An area later described as "a Daytona, big tits, burger-and-shake kind of place where kids in go-go boots and asbestos jackets eat Death Fries in orange vinyl restaurant booths shaped like a whitewall GT tyre".

Even as he attempts to escape the ditches of a mercenary world, Andy is lexically trapped in its grasp. His whole means of expression is dominated by the "thinginess" of the world around him. It is this which lends the narrative its dizzying sparkle and originality, as the narrator makes his own connections, churning out preposterous metaphors like so many pairs of odd socks that somehow work fine together.

## Elusive memories

Ian McIntyre

A HOUSE IN FLANDERS  
Michael Jenkins  
Souvenir Press, £12.99

Michael Jenkins and his wife, we learn from the dust jacket, "are carefully restoring a chateau in Gascony". That is reassuring: there are few things more irritating than a chateau-house that has been carelessly restored. Sir Michael does this, presumably, whenever he can escape from his duties in The Hague, where he is the British ambassador.

He first turned author during an earlier posting in Moscow with a biography of Arakcheev, the Russian soldier and statesman. Now comes this slender volume, *A House in Flanders*. He says it is based on a real period in his boyhood, but that the telling owes much to his imagination. It is a curious book, not easy to categorise.

His tale is set in 1951. An English schoolboy is sent to spend the summer in a French provincial household. Within weeks, he no longer knows which is reality — "the coldness and austerity of my existence in post-war England, or the dense fabric of extended family by which I was embraced". The family consisted mainly of old ladies. During the first world war one of them had come close to marrying his grandfather.

Jenkins says in his preface that he has felt the need to write about that summer for many years. The need must have been a very private one, and his book does not greatly illuminate its nature. His stay in Flanders was uneventful; his account of it falls into 11 short chapters, each written around a family member. I warmed most to Tante Alice, who was so mean that she re-used envelopes by ungluing them and turning them inside out; and to Oncle Auguste, who assaulted two German tourists in village square and liked in times of stress to sleep wrapped in the *Tricolore*. The prose is orderly and unremarkable, and the imagery seldom surprises. When water falls from the eaves of a rowing boat, it does so in "translucent drops". I suspect that our man in The Hague read Alain-Fournier's *Le Grand Meaulme* when he was young and never quite got over it. Indeed one of the *vieilles demoiselles* puts it into the boy's hand two-thirds of the way through this book and he is enthralled. *A House in Flanders* lacks the delicate and haunting mystery of Alain-Fournier's symbolist masterpiece, however. Sterne was right: they order this matter better in France.



Richard Hough: writer, publisher and Garrick snooker captain

## Cocking a snook at the typewriter

J. W. M. Thompson

OTHER DAYS AROUND ME  
By Richard Hough  
Hodder and Stoughton, £20

Richard Hough is an intelligent middle-weight among writers, and his 70 years have yielded more variety than most literary men enjoy. This account of his life (he calls it a "memoir" rather than anything more pretentious) is as agreeable as that provenance would suggest. There has been an enviable strand of serendipity in his experiences. His progress from fighter pilot to publisher to successful author was punctuated, or perhaps governed, by unexpected (and usually favourable) turns of events.

Thus, when in 1941 he was sent across the Atlantic to train as a pilot, he found himself not in some grim service camp with most of his fellows, but in a comfortable civilian flying school on the outskirts of Los Angeles. Evidently the Hollywood stars fell over each other to be welcomed to the brave boys from England. Mingling with Ronald Colman, Ginger Rogers, Myrna Loy and the like was heady stuff for an unsophisticated youth fresh from school. Hough relished it.

Later, having decided to write a book about Captain Bligh of the *Bounty*, Hough found himself magically invited aboard the royal yacht *Britannia* to accompany Prince Philip and Lord Mountbatten on their visit to the descendants of the *Bounty* mutineers on Pitcairn Island. His account of the royal meeting with the cheerful and convivial islanders is entertaining. And this fortunate journey led

Mountbatten to invite Hough to write his family history, making his own copious archives available.

"My wish not to be typecast runs close to mania," Hough writes, and his account suggests he has faithfully obeyed that wish. As a wartime fighter pilot he flew first Hurricanes and then Typhoons; on his twenty-first birthday he shot down one (possibly two) enemy aircraft off the east coast. Next he found himself a lowly job in publishing and worked his way to the top of a famous firm, at the same time developing his skills as a writer of boys' stories and a naval historian. In mid-career he abandoned publishing to become a full-time author, travelling extensively and adding biography to his repertoire.

This last category produced his greatest success. His life of Mountbatten, published after the subject's murder but before the official biography appeared, sold some 250,000 copies in hardback within a few weeks of publication. The Mountbatten family tried, unsuccessfully, to stop it. Hough does not go into that litigation in any detail. Presumably it was one turn of events he could have done without.

## Tepid regrets for bristling pedants

Paul Golding

A PLACE TO STAY  
By Stanley Middleton  
Hutchinson, £12.99  
ROTTEN TIMES  
By Paul Micoiu  
Bantam, £14.99

The central figure of Stanley Middleton's latest novel asserts: "It's a good literary convention to have a person dying and to recall in his/her mind or that of the narrator, the highpoints of the life." In many respects *A Place to Stay* is all about the unobtrusive, but rigorous, exploitation of this very convention. Although, as even the title suggests, it is a book about virtual physical stasis, the text bristles, through its abundant reminiscences, with bracing intellectual energy.

Perhaps Middleton is over-fond of heavyweight cultural name-dropping. But devotees wishing to exonerate him from such a propensity will find partial justification in the fact that his story is peopled by snuffy scholars, for whom referential pedantry is as involuntary as twitching, stuttering or pushing an index finger against the bridge of their spectacles.

When Noel Smith, emeritus professor of English literature, is called to his aged sister's deathbed, he witnesses the reduction of a once

"strong, firm-fleshed, physically large and handsome" woman to the "skeleton of a child". Yet for all of her physical frailty, occasional bursts of retrospective lucidity reaffirm her former status as a "national and admired figure of the educational world" and, by extension, prompt the narrator into ruminations upon his own past.

Striking up a belated friendship with his niece, yet another retired pedagogue, now tending to her dying mother, Smith learns that this early campaigner for school-marks rights had, at the very pinnacle of her august career, suppressed, passion for a much younger master at her establishment. Two decades on, he is dragged into the story, only then to be exposed as unperceptive and unworthy.

The relationships explored in *A Place to Stay* remain deliberately controlled. Even if the overriding tone is one of tepid regret and the characters too often lapse into academic dissertations, there are redemptive instances where "the prose moves one, catches at the emotions, because one realises, consciously or not, one is being guided, worked over, elevated, you name it, by unusually magnificent verbal music".

Magnificence, however, is scarcely a noun that springs to mind when assessing Paul Micoiu's disappointing fourth novel, *Rotten Times*, which, particularly after the praise lavished upon *The Death of David Dehriat*, reads more like a juvenile first foray into fiction.

This London-based American author seems confused about what

constitutes quintessential Englishness and what does not. Since the principal dynamic of the story centres on the conflict between a "gloriously repressed Englishman" and a vulgar American, such confusion detracts from the impact of the book. To give one instance how can Micoiu imagine that an utterly English character could credibly be named Lloyd?

But if Micoiu's characterisation is dodgy, just wait for the plot. *Rotten Times* is a lightweight romance where, naturally but none too soon, the bumbling swain manages to get to grips with his damsel's "full English mouth". The clever loop in the yarn is Touraine's Syndrome, a memory-enhancing condition which early on afflicts the hero and is intended to lend interest to the tale. In the event it merely opens the floodgates to a torrent of preposterous and boring absurdity: "To tell time he recited the first act of *Twelfth Night*". Thus the pace grinds to repeated, increasingly irritating near-halts, and any hope of suspense is lost.

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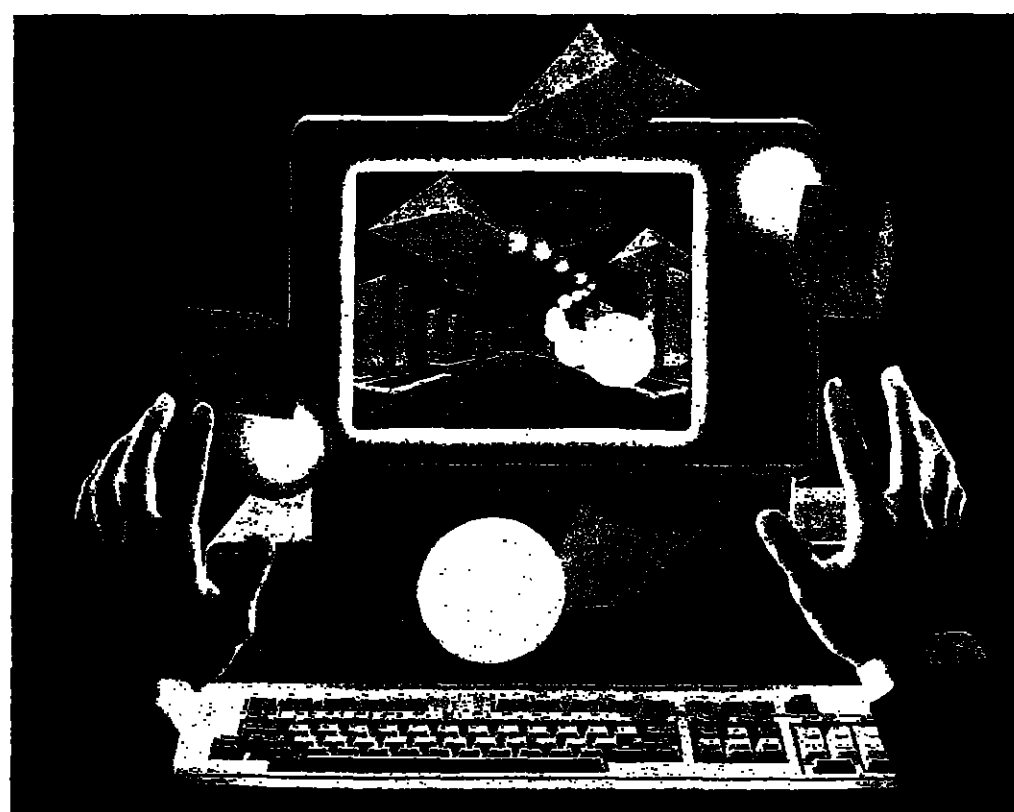
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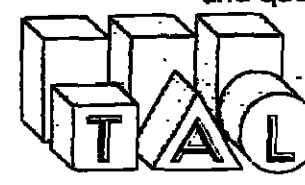
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Often the problem is simply one of being too closely involved with the issues to arrive at a clearly focused strategy.

Towers Perrin's experience and expertise in providing non-prescriptive solutions is such that we can help our clients rise above the 'which comes first' conundrum and implement change in people management to enhance overall business performance. One of the world's largest firms of management consultants, Towers Perrin advises organisations worldwide on human resource management, organisational effectiveness, employee reward systems and communications.

It's an approach that has brought rapid growth and a reputation for excellence to our Human Resources Management Practice. Hence our current need for additional high-quality Organisational Development Consultants.

Our team works to the highest standards and prides itself on quality of thought, intellectual clarity and integrity in resolving complex human resources issues. You'll need a great deal of personal and professional credibility and a good track record of achievement in senior level consulting in skills such as individual and team effectiveness, management processes, and facilitation of change. This should be backed up by an understanding of business issues, ideally through line management experience or other involvement in implementation. For one of the vacancies we are keen to hear from candidates with experience of the public sector: central/local government, education, healthcare etc.

Bright, curious, open-minded and informal, it's essential that you are commercially driven and can exert a highly visible influence on our business development performance.

In return for your vision, dedication and desire to succeed, we can offer an excellent salary and a benefits package that includes bonus, profit share and car. More importantly, you'll have the prospect of personal growth that truly reflects your abilities and ambitions.

If this appeals to you, please contact us with some information about yourself, and we'll tell you more. Contact David Lincoln, Malcolm Higgs or Grace Borrell on 071-379 4411 or write to David Lincoln.

**Towers Perrin**

Castlewood House  
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London WC1A 1PX

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BARCLAYS



## Chairman

The President of The Board of Trade seeks a successor to Sir Sydney Lipworth whose term of office is nearing completion.

- **THE COMMISSION** undertakes enquiries referred under statute and makes recommendations. These are of critical importance and often politically sensitive.
- **THE NEED** is for intellect, probity and personal stature of the highest order together with an outstanding record in industry, commerce or the professions.

Written applications and nominations in complete confidence, in respect of men or women, are invited by Nigel Humphreys.

Managing Director, acting for the President of The Board of Trade, at:-

ACCORD GROUP

TYZACK

10 Hallam Street, London W1N 6DJ (Fax: 071 631 5317)

## General Managers

Lothian Health Board

c.£55,000 + Excellent Package

Edinburgh Area

An outstanding opportunity to lead and drive forward one of the major operating divisions of this leading Health Board. The Board operates in a complex, multi-site, customer-led environment against a backdrop of high quality service delivery. Restructuring of the main operating divisions has introduced change as a critical management concern and the role of General Manager is seen as key to the successful introduction of cultural and organisational change leading to the consideration of self-governing status.

## THE POSITION

- Fully responsible for operational planning and performance of critically important operating division. Report to Group Operations Director.
- Broad and stimulating remit to build and manage a senior multi-functional team, closely involved with business policy and strategic development.
- Maximise available resources, improving logistics systems and tightening procedural practice where necessary.

## QUALIFICATIONS

- Graduate, ideally with Master's degree. Strong business and financial planning skills. Incisive and analytical intellect. Strong persuasive and negotiating skills.
- Demonstrably successful career at senior level in complex, customer and operations led service sector environment.
- Creative and resourceful. Able to plan and implement, often under pressure to deliver. First hand experience of systems and cultural change.

Please write, enclosing full cv, Ref GL2279ST  
78 St Vincent Street, Glasgow, G2 5UB



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This company has for over fifty years been an innovative force within the Aerospace industry. Now part of an international group, they are poised to embark upon a new era in aerospace manufacturing.

The ongoing reorganisation of the company and its senior management team has created this new position. Required is an ambitious, results orientated person whose principal objective will be to make a significant contribution to manufacturing policy leading to the establishment of a world class capability.

Duties will involve the development of their manufacturing operation and will cover relay-out and refurbishment of facilities, implementation of state of the art systems and introduction of new methods of working.

Aged 30+, you will be an experienced manufacturing manager with a track record within aerospace. A Chartered Engineer holding a management qualification with previous CAA recognition would be ideal.

Committed to total quality manufacturing, you should be computer literate with a practical commercial outlook and an ability to manage and motivate multifunctional teams.

Other benefits include BUPA and pension with relocation assistance available to this particularly attractive area in North Yorkshire.

Contact Martin Kearney on 061-834 8984 (office) or 0532 326398 (7.00-9.00pm) or write quoting ref. W211 to Austin Knight Recruitment, 98 King Street, Manchester M2 4WD.

**Austin Knight**

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## Marketing/Business Development Director

Salary negotiable

Oxfordshire

This is an excellent career opportunity for a marketing strategist with a track record of successful implementation in any of a range of industry sectors.

Our client is one of the largest suppliers of consultancy services and contract R & D to the agriculture, environment and food related industries and to central government departments. The organisation has a reputation for quality and expertise delivered through its highly qualified, scientific staff.

They now seek to appoint an experienced Marketing Director to identify and exploit new business opportunities and maximise future growth.

## THE POSITION

- reports to the Chief Executive
- responsible for short and long term marketing strategy
- requires close involvement with regional management
- contributes to overall business planning

## THE REQUIREMENTS

- Graduate calibre
- Communications skills and the ability to manage change in a multi-site service organisation
- Experience of developing and implementing the kind of marketing strategy that revises the product range and repositions the business
- Hands-on sales experience is desirable but not essential. Experience in food, environmental services, agriculture, pharmaceuticals or a technology-based industry is also desirable.

The appointment will be for a five year term with the possibility of extension.

Please send your C.V. including current salary details to Ms Jane Pollard, K/F Associates, Pepys House, 12 Buckingham Street, London WC2N 6DF.

The closing date for receipt of applications is Monday 15th June 1992.

**K/F ASSOCIATES**

Selection & Search



whiteheadselection

**Chief Executive**

Cardiff

Salary to £100,000 plus Substantial Bonus Opportunity

This is an exciting opportunity to head up a consumer services company which is poised for significant growth. A wholly-owned subsidiary of a major PLC, it operates nationwide through 200 high street outlets and employs over 1,200 people. Substantial investment is under way, aimed particularly at systems and customer service.

Your prime responsibility will be for the strategic direction and day-to-day management of the company. Reporting to the Divisional Chief Executive, you will be expected to achieve profit targets through applying rigorous management disciplines, particularly cost control, and a major challenge will be to diversify the range of products sold and extend the range of distribution alternatives, possibly through franchising as well as expanding the number of retail outlets.

In your late 30s, or 40s, you must have a proven track record in general management or operations in a multi-site business. Good leadership skills, strong bottom line orientation and the ability to work in a changing environment are essential.

Please write enclosing a full CV, quoting Ref. 560, to Mark Woodhouse, Whitehead Selection Ltd, 43 Welbeck Street, London W1M 7HF.  
A Whitehead Mann Group PLC company.

whiteheadselection

whiteheadselection

**Divisional Head - Buying & Merchandising**

Midlands based

c £55,000 + package

This is a senior managerial role which calls for Buying and Merchandising skills across several fashion product groups. It carries responsibility for large volumes of product sold through the outlets of a major UK retailer.

This position has been created in order to strengthen an existing high calibre team, bringing in the new skills of direct sourcing policy and practice. Sophisticated Merchandising systems are in place, but the position holder will be tasked with improving their implementation.

Candidates are likely to be in their mid 30's, have a demonstrable record of successful innovation in the Buying and Merchandising function and have extensive experience of direct sourcing worldwide. Good interpersonal and man management skills are also essential, as is the desire to be a major driver in the management of change.

Please write enclosing full CV, quoting Ref 557, to Kate Donaghy, Whitehead Selection Ltd, 43 Welbeck Street, London W1M 7HF.

A Whitehead Mann Group PLC company.

whiteheadselection

**SALES DIRECTOR  
IN THE FINANCIAL SECTOR**

Salary: c.£40,000 plus substantial performance related bonus scheme and excellent benefits. Based in the South East

This progressive and innovative insurance and banking organisation requires a Sales Director to manage its highly profitable Life and General Insurance portfolio.

The company will expect you to improve sales and profit performance in a culture that requires strategic ability and determination of each individual to make a major contribution at corporate level.

The role will involve the development of new and existing insurance business through a national High Street branch network and the creation of new channels of distribution.

Self motivation, and a strong, influential man management style are key attributes for any successful applicant. You will be entrepreneurial, highly demanding of yourself and your colleagues.

and have a minimum of 5 years experience in an insurance company or a related financial sector such as broking.

**SALES MANAGER**

In addition, our client is interested in applicants for a Sales Manager role who exhibit many of the skills highlighted above, and who would be suitable for rapid career progression.

If you are interested in applying for either of these appointments, please forward your career details to the address shown below, quoting reference number 679. Alternatively, contact Stephen Jones or Michael Staniland today on 0831 310354 or 0831 634584 between 9am and 6pm.

**FOCUS MANAGEMENT CONSULTANTS LIMITED**

THE CONSORT SUITE, NORTHERN ASSURANCE BUILDINGS, ALBERT SQUARE, MANCHESTER M2 4DN  
TEL: 061-834 2461

Home Counties

Excellent Package

**Sales & Marketing Manager**

Videoconferencing Systems

A rare opportunity to head a European start-up business

Our client is one of the world's foremost developers and manufacturers of innovative electronic products, including computer and communications systems. Already well established in the field of video technology and telecommunications the company is now preparing to enter the European video-conferencing market with an outstanding range of systems.

To enable a successful market entry, we now seek a talented and committed individual to head up the business.

Initially, the role will be to construct a three year business plan, defining market entry objectives and to include product positioning, channel strategy and the operational support requirement. In parallel with this planning activity, the Sales and Marketing Manager will also conduct sales negotiations with major corporates and network integrators. The goal

will be to build the business in line with the three year plan, establishing the organisation necessary to deliver the results.

To succeed in this challenging appointment you will need to be an outstanding achiever, ideally in the field of videoconferencing or data/telecommunications. In particular you will have the following attributes:

- a blend of sales and marketing success
- a strong record of achievement gained within a major vendor or network integrator
- an engineering background together with current technical appreciation of CCITT standards
- the ability to build a European business unit within a major corporation.

Please send or fax your CV to Goodman Graham & Associates, advising consultants, at the address below, quoting reference 3701.

**GOODMAN GRAHAM  
AND ASSOCIATES**

8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR.  
Telephone: 0923 855515. Fax: 0923 854791

**Marketing Manager**

Systems Integration Civil Government

Thames Valley

Salary c.£47K + bonus + company car

As an experienced, specialist marketing manager, you will appreciate the substantial opportunities for large scale systems integration companies who can meet the diverse needs of central government departments, in the civil sector.

Our client has the extensive experience, resources, financial stability, vendor independence and technical expertise which have already won significant customers. Their resolve is to increase their penetration to become the leading company in the market.

This new role will take responsibility for all marketing activities within civil government, from developing the strategic marketing and business plan, to providing tactical marketing input to the sales force, technical personnel and working with senior executives within customers.

We are seeking a marketing manager who combines a considerable knowledge of the needs of civil government, extensive understanding of the principles and practice of

marketing, with a clear vision and practical knowledge of systems integration.

Candidates will be working in a systems integrator, computer vendor or software house in a relevant marketing role. The ability to develop and implement marketing plans, excellent communication skills and the ability to work effectively with sales and technical personnel are essential.

The company offers significant rewards in compensation and personal development for high achieving individuals.

For a confidential discussion, please call Nicola Ogilvie today, Sunday on 081-673 3416 between 4pm-8pm. Alternatively you can call her during working hours on 071-222 7766 or write enclosing your curriculum vitae to Ogilvie & Associates Ltd, Buckingham Court, 78 Buckingham Gate, London, SW1E 6PE. Fax number 071-233 0603 quoting reference number NO1117.

OGILVIE

**MANAGING DIRECTOR**

The European Sales & Service Group of a large U.S. Computer Peripherals Manufacturer requires a Managing Director

This senior post involves board level duties in addition to responsibility for the sale of the company's products in Europe, Africa and the Middle East and for the supervision of all sales, service and administrative personnel.

The person appointed will possess advanced business and/or technical degrees and will have at least ten years' experience in Senior Management in the PC industry and possibly 5 years' experience with Pan-European Distribution Networks, Technical Support Groups, and an International Salesforce.

The importance of this post will be reflected in the salary benefits package.

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**Sales & Marketing  
Director**

Capital goods - UK &amp; Export

London up to £40K + P.R.P.

The Sales and Marketing Director is a key board member of this subsidiary of a major group and is currently responsible for sales of £6m, mainly to export. The company produces a range of advanced, specialised computer-controlled equipment for the food and agriculture industries and is the world leader in its market niche. The equipment is sold through a network of agents and is now installed in nearly 100 countries. Continuing R & D is an important component in company success and the company occupies new, purpose-built premises near Docklands.

The Director is responsible for marketing, sales, service and export contracts and administration, through an experienced team in London and the Continent.

The requirement is for sales and marketing management experience with capital goods in export markets. A strong European language ability is also necessary. This demanding role calls for an able professional to contribute significantly to profitable growth and market share. Salary is for negotiation and there is a comprehensive range of benefits.

Please reply in confidence with full CV and salary to Don Gardiner as adviser to the company.

**g/m/j GARDINER MORGAN  
INTERNATIONAL**

3 PARK STREET, OLD HATFIELD, HERTS AL9 5AT.

**Financial  
Management Consultant**

Financial Services

Edinburgh

To £45,000

Ernst & Young is a major international player in the financial services sector providing consulting services to leading institutions worldwide and with a record of unrivalled success in the European insurance market. With a strong, established presence in Scotland, we are thus well positioned for further expansion in the changing financial services industry.

The main thrust of this role is to ensure that we maximise our potential in the important insurance sector. Key tasks will be to develop business and to manage major assignments with both new and established clients, in activities such as financial systems, financial reporting and business process improvement. While initially emphasis is on further building up the Scottish team, there will be opportunities for travel throughout the UK and overseas.

The prime requirement is for a proven record of success in financial management consultancy based on a sound knowledge of the insurance or banking sector and backed by excellent selling and management skills. Candidates are likely to be mid 30's with an accountancy qualification or MBA.

The successful candidate will be rewarded with an attractive remuneration package and first class opportunities for an exciting range of new work providing personal development and excellent prospects for rapid career progression.

Please write enclosing full CV to Jenny Chandler, Human Resources Manager, Ernst & Young, Management Consultants, 1 Lambeth Palace Road, London SE1 7LJ quoting reference no. R541.

**ERNST & YOUNG****Marketing Consultant**

Service Sector • to £35,000 • Midlands

This challenging new opportunity for a senior level marketing professional has been created to enable this multi-disciplinary service organisation to take advantage of significant business opportunity.

Reporting to the Director and working closely with a range of Business Units, you'll lay the foundations for effective marketing, setting out the way forward with a clear marketing plan and co-ordinating each Unit's promotional activities. A constant source of support and advice, you'll commission research, build up a database of information and keep abreast of all relevant developments.

From the outset you'll be establishing the benefits of marketing which is new to the organisation, and although you'll initially focus on one particular market your influence will later extend to other areas.

This calls for a professional with broad-based service marketing experience, covering the total marketing mix, primarily in the private sector. Of degree calibre and with a marketing qualification, it's vital that you're a skilled communicator, able to persuade with well-reasoned argument. Drive and vision will also be deciding factors in your ability to make a marked impact on the culture of this organisation.

On offer is a rewards package that reflects the importance of the role.

Please send a full CV and salary details to Barrie Wirt, Director, Townsend Knight Consulting Limited, Tricorn House, 51-53 Hagley Road, Edgbaston, Birmingham B16 8TP. Ref: LS955.

**Townsend Knight**  
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## General Manager Engineering Contracting

To grow this successful process and  
energy projects business

NORTH WEST: Over £50,000 + car

This is a rare and demanding Board appointment. An opportunity to join an expanding, prestige, design and build engineering contractor with a Divisional turnover of £75m within a major UK company. The Process and Energy Group is a profitable £20m high potential business, currently winning further market share of major projects in the fine chemicals and food sectors, and energy projects including industrial CHP plant.

Reporting to the Divisional Managing Director, we seek a high calibre entrepreneurial General Manager with the vision to lead and direct this multi-function business to achieve rapid growth towards £100m turnover.

Personally and through your team, you will identify and win major projects and manage all activity through to on-site completion and

commissioning via achievement of consistently higher standards of customer satisfaction and project quality with maximum profit.

Aged 35-45, with a good engineering degree, you will have appropriate senior management experience in engineering contracting or with a capital plant supplier. Inherently business and commercially astute, your enthusiasm and determination will be supported by team leadership and motivational skills. Career prospects to further extend your broad business experience are excellent.

Base salary is negotiable c£45,000 plus significant bonus, executive car and benefits including relocation if appropriate.

Please write with full career and salary details - in confidence - to David Mather, reference 34035, MSL Group Limited, Sovereign House, 12-18 Queen Street, Manchester M2 5HS.

**MSL International**  
CONSULTANTS IN SEARCH AND SELECTION

## Marketing Director

S. HOME COUNTIES: to £70,000 + bonus + Executive Car

Our client, one of the UK's leading service companies in its sector, has a history of rapid profitable growth through acquisition and organic development.

To develop its strategy for the future, the company is undertaking a far-reaching review of its activities and has formed high level project teams for this purpose. A top quality marketing strategist is now needed, initially to head the marketing project team.

The role will involve carrying out an in-depth analysis of the marketing mix and sales operation, and recommending an overall strategy for the business. On completion, you will take on the post of Marketing Director, and establish a professional marketing department.

As a highly influential member of the UK Board, you will play a vital part in the company's future success. It is essential therefore that you

possess strong intellectual ability and well-developed analytical skills, supported by at least five years in a senior marketing position, within a respected, service-orientated organisation, or in a strategic management consultancy.

Probably in your thirties and ideally MBA qualified, you will have a sound practical knowledge of strategic and tactical marketing. Results orientated, you must have the ability to establish clear goals and drive through implementation in a consensus-based operation.

The excellent benefits package includes performance-related bonus, fully expensed executive car and non-contributory pension and reflects the importance of the position to the company.

Please write - in confidence - with full details to Ann Rodriguez, ref 41089, MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

**MSL International**  
CONSULTANTS IN SEARCH AND SELECTION

## Public Affairs

New corporate role in major PLC

LONDON: up to £40,000 + car & other benefits

This new appointment will play an important part in the further development and positioning of a substantial UK company. In working closely with the head of public affairs, the appointed candidate will assist directors and senior management across a wide range of policy issues.

Responsibilities will range from analysis of UK government and European Community policy, through to ensuring the right external presentation of the company to government, parliament and EC institutions.

Applicants aged around mid-twenties to mid-thirties with a good degree, preferably in economics, finance or another relevant discipline, should have proven major PLC experience in the analysis of public policy issues and associated networking and lobbying activity.

Alternatively, more mature candidates could be considered. First-class analytical and communications skills must be backed by presence and a thoroughly pro-active self-starter approach to gain the necessary credibility of top-level contacts inside and outside the business.

Salary will probably be in the range £35,000 to £40,000, but a higher salary could be offered to an exceptional candidate. Benefits will include company car, good pension scheme, health cover and generous relocation assistance, if appropriate.

Please write with full CV - in confidence - to Andrew Russell ref: 10044, MSL Group Limited, Quadrant Court, 50 Calthorpe Road, Edgbaston, Birmingham B15 1TH.

**MSL International**  
CONSULTANTS IN SEARCH AND SELECTION

## European Buyer

Food & Non Food Commodities

EAST MIDLANDS: c.£35,000 + Bonus + Car

Our client, part of a large and highly successful group, is a major force in the UK foods sector. It participates within a major European co-operative buying organisation, which is based in Brussels and has members throughout the EC.

A European Buyer is now required who will be accountable to our client's Director of Buying, but who will also have an additional reporting line to the MD of the co-operative. Responsibilities will involve sourcing and acquiring food and non-food commodities for the co-operative, and selling the client's own products to the co-operative's other members. The post is based in the East Midlands and will involve extensive European travel.

This appointment calls for at least seven years in a buying role, including two years as head of the buying function within a small or medium-sized company, or an equivalent position within a

large group. A background in retailing or food manufacturing would be advantageous and, ideally, you will have experience of sourcing foods, non-foods, beers, wines and spirits.

An economics or business studies degree would be useful, but of prime importance are personal presence and good negotiating skills, including the ability to negotiate fluently in German and/or one other major European language.

In return for your energy and drive, you will enjoy a salary negotiable around £35,000, together with an executive car and bonus. Long term career prospects are excellent, and could be in the UK or Europe.

Please write - in confidence - with full career details to Lionel Koppen, ref. 26052, MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

**MSL International**  
CONSULTANTS IN SEARCH AND SELECTION

## General Manager Primary Health Care Services Lothian Health Board

c.£40,000 + Excellent Package

Edinburgh

This strategically placed division of Scotland's second largest Health Board is poised for considerable development during a period of planned change. The post of General Manager will be key to the successful implementation of Board plans.

### THE POSITION

- High profile, pivotal role, reporting to Director of Planning & Development.
- Key remit to source and develop high quality service initiatives through close consultation with other divisions of the Board and by contract supply with other agencies.
- Control significant budget. Maintain highest quality of service with due regard to changing nature of customer demand.
- Exposure to contract administration at strategic level, improving management controls and reporting systems where necessary.

### QUALIFICATIONS

- Graduate, possibly with business qualification. Creative with genuine strategic vision.
- Solid experience in planning or contract role with leading service organisation or any regulated industry.
- Skilled negotiator, commercially astute, with real drive, ambition and stature.
- Strong interpersonal skills. Able to function in multi-disciplined environment.

Please write, enclosing full cv, Ref GL2280ST  
78 St Vincent Street,  
Glasgow, G2 5UB



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This dedication, which has been the hallmark of our business philosophy, has led us to become a leading and respected provider of quality services in the increasingly complex field of employee benefits.

They will be highly motivated with excellent communication skills and a real commitment to sustained success (short-term gains for their own sake are not part of our culture). They will also be professionally well-connected and respected.

Because of the importance of these appointments and our desire to attract only the best, we are offering a substantial package of remuneration, including a salary of £50,000 plus bonus, car and a

## FOR PACESETTERS ONLY

### New Corporate Business Consultants

c. £50,000 + bonus,  
car and benefits

"Our reputation has been won out of a commitment to provide each and every one of our clients with an individual service."

We believe in outpacing the competition which is why our long-term development plans have focused the appointment of two high-calibre individuals to help expand the corporate side of the business even more effectively.

This is an exceptional opportunity and one that will only appeal to those who thrive in an atmosphere of competition, performance and achievement. The people we need will believe in results through sheer hard work coupled with an unwavering adherence to exemplary standards and business ethics.

Their expertise and sound technical skills will be matched by a thoroughly professional approach to the planning and acquisition of new quality group business. They will have the drive to meet challenging targets and the determination to see plans through to fruition.

range of valuable benefits. We are, however, prepared to be flexible.

The right individuals will have truly outstanding track records and proven expertise in the acquisition of corporate employee benefits business - pensions, healthcare, FII and life assurance.

If you think you can meet our demanding requirements, are attracted to an environment that genuinely recognises real achievement and can set the pace we want, please contact in strict confidence our Personnel Director, Jean Sperton.

Gissings Ltd, Finlery House  
25 Finlery Circus, London EC2M 7AL  
Tel: 071-428 9899

## PDMS SPECIALIST (VERSION 10.2.1)

For leading Spanish  
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Candidates should have experience in:

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- Administration (MONITOR, ADMINISTRATION, DICE, RECONFIGURER, LEXICON and DATACON), creating TEAMS and associating USERS, DBs and MDBs.

- Interface with other packages: STRESS P, SAINT, IGES, DXF.
- Designing metal, concrete and support structures; equipments and connections; tubes and automatic routing; cable trays and HVAC. CLASHER, REPORT, ISODRAFT, DRAFT and its AUTOCAD connection, DRAWCON, SCHEMA, INTERSCHEMA, DESCON and INTERCOM.

The ideal candidate would be about 35, with a dynamic personality, a good level of Spanish, and good organisational, communication and leadership skills.

For the right person an attractive salary package will be negotiated.

If you feel you 'fit the bill', please send your cv, in Spanish or English, which will be forwarded to our client. Please list in a covering letter any companies to which it should not be sent. Write to Ref: 4440, PA Consulting Group, Paseo de la Castellana, 135 - 28046 Madrid, Spain.

**PA Consulting  
Group**  
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## MANAGING DIRECTOR DESIGNATE

£33,000 + car + benefits

Our client, a major construction plc group currently seeks a successor to the Managing Director of one of its turnkey contracting companies. Based in an attractive area of central England, the organisation is successful, profitable and expanding with a balanced portfolio of technologies, and is held in high regard in the industry it serves.

The current Managing Director is due to retire in 18 months and the company wishes to make the appointment initially as Deputy MD, to ensure a smooth handover.

Probably aged 35 - 50, you should be a chartered mechanical engineer with considerable experience in the contracting industry. A sound grasp of the commercial aspects of contracting is vital.

Please send a full cv, indicating salary progression, which will be forwarded to our client unopened. Address to the Security Manager if listing companies to which it should not be sent. Ref: H7029/ST, PA Consulting Group, Advertising and Communications, 123 Buckingham Palace Road, London SW1W 9SR.

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## IT MARKET RESEARCH - SALES & ANALYSIS

Compensation £35 - 50K

INPUT, a leading worldwide IT market research company, seeks dynamic professionals to sell and produce subscription and consulting service. Several positions should rapidly lead to management.

**SALES PROFESSIONALS**  
Must be able to sell at senior levels in IT companies and have successfully sold similar services.

**MARKET RESEARCH PROFESSIONALS - INFORMATION/CUSTOMER SERVICES**  
Must be able to analyse and forecast IT markets, write superior reports and make excellent presentations.

All positions require outstanding academic and IT business background as well as fluency in a major European language besides English. Candidates should be in the growth stages of their careers and have high energy levels and enthusiasm.

To apply please send your resume to Peter Lines, Managing Director.

**INPUT**

Piccadilly House, 33/37 Regent Street  
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+ benefits

Achieving high standards yourself is one thing. Inspiring others to achieve top results is quite another – and a much rarer skill. Yet for people who can demonstrate this ability, Pedigree Petfoods – one of Europe's leading FMCG businesses – can offer the prospect of management development towards the highest levels of the international Mars organisation.

We are looking for very high-calibre graduates, currently some 3-7 years into a blue-chip career, with the potential to become the business managers of tomorrow. You should already have had some experience of managing people, together with previous exposure to management development; you should also have an international outlook, as we already operate on a fully European basis.

Your initial challenge at Pedigree Petfoods will be a front-line production management role within the food industry's most advanced continuous manufacturing environment. With an emphasis on the management of change, you will coach, counsel and develop members of your team to achieve optimum performance – so whilst you won't necessarily need

to be a technical specialist, you will need to be an inspired motivator who can really lead from the front. And don't assume that manufacturing is exclusively a male preserve: we're very keen to hear from women as well as men (though all appointments will, of course, be made strictly on merit).

We will only appoint high-achieving people who demonstrate real potential for the future. At Pedigree Petfoods, we concentrate on developing effective all-round managers, rather than narrow specialists, so your personal growth would almost certainly involve moves into other business disciplines.

Salary is backed by the comprehensive non-contributory benefits you would expect of one of Britain's most progressive employers, and will include assistance with relocation to an attractive area of the East Midlands if appropriate.

If you would like to receive further details and an application form, please contact Pat Stevens on 0664 415504 between 10am and 4pm, Monday to Friday. Completed application forms must reach us by Monday 22nd June 1992. We are an equal-opportunity employer.

**Pedigree Petfoods**



## BANK OF VALLETTA GROUP CAREER OPPORTUNITY FOR MALTESE NATIONALS Head of Information Technology

### The Organisation and the IT Function

The Bank of Valletta Group has been a leader in introducing new banking services in Malta over the last few years. This has resulted in substantial growth; the bank now operates from about 50 branches and agencies, providing a wide range of banking services to the business community as well as to private individuals.

The imaginative and resourceful use of information technology represents one of the cornerstones of the Bank's success. It is not limited only to carrying out data processing operations more efficiently but is also seen as a means of meeting customer's needs promptly and cost effectively. This philosophy has led to IT initiatives such as ATMs, on-line processing and a home banking service.

At Bank of Valletta, IT is seen as an indivisible part of strategic management.

### The Position

It follows that the Head of the Information Technology function within the Bank forms part of the senior management team.

Besides advising senior management on the development and implementation of an information technology plan, the head of IT is responsible for all computer operations within the existing mainframe environment, including responsibility for capacity planning, maintaining relationships with external hardware and software suppliers, staff recruitment, setting up appropriate staff training programmes, and responsibility for all ongoing IT projects.

All these tasks are carried out within the framework of the departmental budget.

### Attributes of the Successful Candidate

The successful candidate will be a University Graduate or a holder of a relevant professional qualification. Aged thirty-five or over he/she would have had extensive experience in a mainframe corporate environment either in Malta or overseas.

Candidates, who have to be Maltese Nationals, should have a proven track record in controlling a budget, project management, and meeting deadlines. A banking background would be an advantage though it is not essential. The successful candidate would possess communication skills and be able to motivate IT personnel.

### Remuneration Package

This senior management post will carry a very attractive salary and other financial benefits which take into account the exacting responsibilities of the position and the particular experience of the selected candidate. Relocation expenses will be reimbursed where applicable.

Applications should include a full CV, and a passport size photo, and have to be received by not later than 30th June 1992 and should be addressed to:

The General Manager (Administration),  
Bank of Valletta Ltd., 58, Zachary Street, Valletta, Malta.

## PARTNERSHIP SECRETARY Cardiff

This challenging new post has arisen within Eversheds Phillips & Buck, one of the leading commercial law practices in Wales and a member of the national Eversheds Partnership.

Reporting to the Managing Partner, you will be a key member of the management team, providing cost effective and efficient support services to the Partnership and a significant input into the development of the Firm.

You should have a broad general management background with around 10 years' senior management experience. In addition, you should possess influential communication skills and demonstrate a positive approach towards management with a determination to obtain results.

We offer a competitive remuneration package, including pension, BUPA, relocation assistance and excellent career progression opportunities.

You will find that Cardiff is a lively city with excellent communications by road, rail and air. It offers a variety of leisure activities and a short drive will take you to spectacular countryside, mountains or coastal stretches.

In the first instance, please send a comprehensive CV to: Rachel May, Personnel Manager, Eversheds Phillips & Buck, Fitzalan House, Fitzalan Road, Cardiff CF2 1XZ.

**EVERSHEDS  
PHILLIPS & BUCK**

CUC Cablevision (UK) Limited is one of the UK's major communication operators with significant Cable Television/Telephony franchise opportunities in the Midlands and South of England, serving 45,000 subscribers with further rapid growth and service development underway.

## Director of Operations

Reporting to the Chief Executive, the Director will have responsibility for the leadership and commercial management of the Cable operations. This includes managing staff across several locations involved in construction, engineering, marketing, sales and customer service, ensuring a high quality service and a strong customer care philosophy. Of graduate calibre, you will have successful experience of managing multi-disciplined teams in multi-site operations, evidenced by your highly developed commercial, organisational and interpersonal skills. Good judgement and decisiveness, matched by the personal drive, integrity and enthusiasm required to achieve the Company's strategic objectives are also key requirements for this outstanding opportunity.

Based at our Corporate office in Reading, your remuneration will include an executive benefit package commensurate with the role. Individuals currently earning less than £55,000 p.a. are unlikely to have sufficient experience.

Please write with full career details to:  
Rosaleen Allison-Calvert,  
Director of Human Resources, CUC Cablevision  
(UK) Limited, Link 2, Beacontree Plaza, Gillette  
Way, Reading, Berkshire RG2 0BS.



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**Fletcher Hunt plc.**  
CAREER CONSULTANTS

Phone Richard Holman on 071-436 8886

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North	0952-622024	Newcastle	091-221 1010	Hong Kong	
Yorkshire	0422-885552	Birmingham	021-221 1010		

## MAKING STATISTICS WORK

### CHELLENHAM

Eagle Star is a leading UK based life and general insurance company. The Company sees the continual refinement and development of its base of management information as critical to improving its performance.

The Actuarial and Statistical Department in our general insurance business plays a key role in this process. It is particularly involved in the application of statistical analysis and related methods to non-life insurance in the areas of rating, reserving, business reporting, forecasting and market analysis.

Following our recent relocation from London to our purpose-built Head Office at Bishop's Cleeve, we have three vacancies at differing levels.

### SENIOR MANAGER c.£45,000

You will be responsible for the management of certain issues arising both day-to-day and longer-term in the operation of a major part of our business. This will involve working closely with the business areas concerned and liaising with line management. The role will include the provision of continuing support, further development of information systems and, where appropriate, the identification of projects for further investigation.

In order to meet this challenge you should have at least ten years' experience in a management information related role in a commercial undertaking. You will have a (1st/2:1) degree in mathematical statistics or mathematics; if the latter, supported by a postgraduate qualification in mathematical statistics. Further desirable qualifications would be experience of non-life insurance and some knowledge of accounting principles as applied to non-life insurance.

### MANAGEMENT STATISTICIAN c.£35,000

You will manage a small team which produces both ongoing and one-off analyses plus occasional research work. There will be some contact with specific business areas, but much of your time will be spent in the department.

Your academic qualifications will match those of the Senior Manager appointment, supported by at least five years' experience in commercially based management information and knowledge of a mainframe statistical package and programming language.

### STATISTICIAN c.£25,000

You will be responsible for the development and running of a number of statistical systems, the provision of support to senior management and occasional research work.

To achieve this you will have a (1st/2:1) degree in a mathematical or scientific subject - ideally with a qualification in statistics. You will also need at least three years' experience in commercial information management plus an understanding of mainframe operation/programming via terminals and/or PCs.

The Company offers a promising career structure to talented individuals and, in addition to the competitive salaries quoted, we provide the full range of financial sector benefits plus relocation when appropriate. For certain management positions a company car scheme is available.

To apply, please send your full CV, quoting the relevant job title, to John Honeywell, Personnel Department, Eagle Star Insurance Company Limited, The Grange, Bishop's Cleeve, Cheltenham, GL52 4XX.



**EAGLE STAR**

## LYONS - FRANCE

International Organization  
is seeking to recruit a

## Computer manager

The successful applicant, reporting directly to the Head of the Technical Support Division, will be in charge of the Organization's Computer Sub-Division and must be capable of leading a team of a dozen highly qualified technicians.

Duties:  
• Prepare capital and revenue computer budgets and follow through their implementation.  
• Act as Computer Consultant to other managers and supervise current systems.

• Oversee the design, adaptation and implementation of the computerization plan in the light of the requirements expressed with medium and long-term considerations in view.

Qualifications:  
• First degree in Computer Science or equivalent.  
• Experience with WANG, IBM and DIGITAL systems.  
• Several years' successful experience as head of a computer services department.  
• Good knowledge of French and English.

Please send handwritten applications, together with full CV, recent photograph and details of current salary to Media-System (reference 559 on letter and envelope), 55 place de la République, 69002 Lyon - France.

## GENERAL MANAGER ENVIRONMENTAL CONSULTANCY c.£30,000

ETCIS is the Commercial Unit of UMIST's Environmental Technology Centre which is part of the Institute's Chemical Engineering Department. Formed ten years ago, the Unit is now modestly profitable and poised for considerable expansion.

The small but highly skilled and dedicated team has built an enviable reputation in a broad range of environmental services, supported by world class expertise from the department.

The projected growth now requires the injection of full time general management and proactive business development.

To meet both needs UMIST Ventures Limited wish to appoint a General Manager who will be seconded to ETCIS to lead the unit forward and to spearhead the Sales/Marketing effort.

We require an unusual mix of skills, embracing hands-on small company general management, entrepreneurial flair and strategic planning, ability to motivate a team of professionals and exceptional sales/marketing drive. A track record in some aspect of the environmental field is considered essential.

We offer an exciting job, enthusiastic colleagues, the stimulating environment of a leading technological University, and ultimate reward and status commensurate with success.

Please write, before June 15th 1992, to: Chairman of UMIST VENTURES LIMITED, PO Box 88, Manchester, M60 1QU.



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IT Manager  
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CAREER ACTION

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## GENERAL MANAGER (SALES)

Premium Interior Building Products  
Up to £40,000 package + quality car Midlands Based

Our client is a leading multi-national company principally involved in the marketing and sales of premium branded interior and exterior building products.

The appointment of a General Manager (Sales) is for the Midlands based, UK subsidiary specialising in the marketing of a premium branded range of interior architectural products to the specification and sub-contract building sector. The main responsibilities of this challenging position will include the formulation and implementation of marketing and sales strategies together with appropriate forecasting in terms of activity, budgets, planning, financial control and human resource management.

The General Manager (Sales) will report to the UK Managing Director keeping him regularly informed and updated on all developments.

The ideal candidate will be aged 35-45 years with a proven track record of successful sales and marketing management in the premium building products sector of the construction industry. Ideally, this experience will be centred upon interior applied products. At the same time you should have excellent management skills and be able to demonstrate your ability to administer support areas, i.e. management accounting, budgetary control, product marketing as well as the experience of personally dealing with major architects, specifiers and contractors.

The type of character we are seeking should be energetic, dynamic and ambitious, whose management style is very much "leading from the front".

If your background meets the above criteria and you would like to join an organisation that is world renowned for the quality of its products and service then telephone our Recruitment Consultants Philip Marks or John Lowe on 071 439 6288. Barchester Royce Consultants, Chesham House, 150 Regent Street, London W1R 5FA.

**BARCHESTER ROYCE LTD**



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## Commercial Manager - Business development

c. £35K + car + bonus London relocating to Swindon

National Power is the UK's leading electricity generator, producing more power for the nation than any other company. Our 35 power stations throughout England and Wales burn coal or oil or use the energy from the wind and water to generate around 121,000 million units of electricity each year. Our turnover in the last financial year was over £4 billion.

Our plans for the 1990's include investment in new technology which uses natural gas to produce electricity. Other generating initiatives will include Waste-to-Energy centres, wind farm development and overseas power projects.

These opportunities have led to the creation of the new key role of Commercial Manager within our Research & Technology division. Essentially you will be responsible for evaluating the financial and market potential of ideas and nurturing them until they become a commercially successful reality. Leading a small, high calibre team you will hold a highly influential role with a tangible impact on National Power's future growth and development.

The need is for a highly analytical individual also possessing a blend of business acumen, commercial/marketing experience and strategic vision. Probably an MBA, certainly a graduate, you will be a persuasive communicator with excellent interpersonal and influencing skills, and a record of achievement to demonstrate your tenacity and effectiveness.

Initial salary will be of the order of £35,000, plus performance related bonus, company car and comprehensive benefits including relocation where appropriate. Prospects for further personal development are excellent due to the high visibility of the role. The position will initially be based in Central London but will be relocating to new offices in Swindon in mid-1993.

This position is urgent and of vital importance. In the first instance, please write to our Consultant below, enclosing a detailed CV including details of current remuneration.

Stafford Long & Partners Recruitment Ltd., 12-14 Whitfield Street, London W1P 5RD. Please quote reference 5491, and mark your envelope for the attention of Steve Gardner.



National Power

## CHIEF EXECUTIVE

One of over 80 TECs in the UK, the Training and Enterprise Council for Rotherham, one of the first to be established in Yorkshire, has a £12m budget, and employs 70 staff. This post represents a high profile opportunity to spearhead the TEC's activities as it helps the local economy to face the challenges of the 1990's.

Reporting to the TEC Board and leading the Senior Management team, your mission will be to raise the profile of the TEC in the local business community, and to ensure that its wide-ranging, strategic objectives are met in order to improve the economic development of Rotherham.

Candidates should have a successful track record in Senior Management, perhaps in an HR/Training role, in a private or public sector organisation committed to training. We also seek experience of managing cultural change and evidence of a consultative leadership style.

Please write with CV quoting current salary and Ref. No. AK0292 to Roger Ruane.



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Headway is the UK's leading provider of career and outplacement services.

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If you set high store by family values, then a career at Equity & Law could be perfect. Like all the best families, we commit ourselves to supporting our people with everything they need for a satisfying and rewarding career.

We're looking to recruit consultants to our new Personal Financial Planning division, advising clients on our wide range of personal pension plans, life assurance and health protection plans, mortgages and investments.

Equity & Law offers all the support and training necessary for your success, including the opportunity to look after existing clients as a foundation for your own portfolio.

If you're over 25 with an aptitude for hard work, you can expect to be well rewarded. We're looking for successful people whatever their background, because with our help, you can bring your success to bear on a new career.

If you'd like to join our family, call us now to arrange a local interview. Quote ref ST/2. Career Hotline 071 329 6773 7 days a week 9am to 7.30pm (or answerphone) or write to Joyce Marriott, Equity & Law, c/o 6 Ludgate Square, London EC4M 7AS.



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## Managers who don't pussyfoot around

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You've already proved your worth in financial sales. You're accustomed to taking the lead - in business, man-management and in the earnings league. Now you're ready for more of a challenge. Much more.

Lloyds Bank Insurance Services is a dynamic independent insurance services company. Backed by a major power in the financial world, we are on a rapid growth track. Developing new markets, new products, new distribution channels and new services, we offer all the change and challenge ambitious professionals can handle.

With a high-powered top management team already in place, we are looking to increase our strength in high calibre Area Management talent. The need is for Managers who are undaunted by problems. You will be a team builder as well as leader, someone who takes ownership of challenges, whose approach is proactive, and whose judgement is commercially astute. Ability to innovate - and turn ideas into action - is essential. Above all, you'll be motivated by results, achieved by yourself and by your team.

Basic salaries are in the range of £25,000 - £30,000, according to individual merit and accomplishments. There is also a valuable financial sector benefits package. Career prospects are truly exceptional.

### Opportunities exist in various locations throughout the U.K.

If you're ready for the challenge, send your full C.V. to: Mrs. J. Phillips, Personnel Manager, Lloyds Bank Insurance Services, P.O. Box 198, 7 Penrymount Road, Haywards Heath, West Sussex RH16 3YE.



Lloyds Bank Insurance Services



## IT PROJECT MANAGERS

### DERIVATIVES SYSTEMS DEVELOPMENT

LONDON

Salary negotiable · Car · Banking benefits · Bonus

Our client is a leading derivatives trading house. As an organisation it is profitable, growing, efficient and refreshingly non-bureaucratic. For this is an environment where business sets the deadlines, creates the pressure and drives IT development at a pace that is demanding but intensely challenging.

The company's total commitment to quality is reflected in the calibre of the people it selects. This is certainly true of the delivery-oriented, quality motivated Project Managers we now seek at a variety of levels. All will be highly numerate and of graduate-level intellect. All will have blue-chip project management skills and an impressive track-record in significant bespoke systems development. Most important, all will have extensive project lifecycle experience - spanning every phase from feasibility to full implementation.

Operating in such key areas as credit, legal, compliance, financial control and in particular operations and settlements, these self-starters must have the ability to manage multiple projects whilst focusing closely on both the business and technical

development priorities. These strong, assertive personalities - probably in their late 20's or early to mid 30's - will have already delivered substantial systems for a major investment bank. They will certainly possess a talent for influencing others - sensitively assessing needs, managing user expectations and ultimately delivering solutions. Specific knowledge of derivative products trading would be a distinct asset. Familiarity with VAX/VMS and DEC layered products is equally preferable.

If you have the talents and the temperament to thrive in such a demanding environment, we'd like to talk to you. The salaries and benefits on offer are highly competitive even by the standards of the Investment Banking sector.

Please contact our consultant Steve Greenall on 071-253 7172 during office hours or on 0860 666760 evenings and weekends. Alternatively, send your cv, quoting ref:519, to him at JM Management Services Limited, Chandos House, 12-14 Berry Street, London EC1V 0AQ. Fax 071-253 0420.

*jm* 1982  
1992

## IT Manager

c.£40,000

plus

Benefits and Car



Associated Independent Stores is the largest non food voluntary buying group in the UK. Located in attractive new offices in Solihull, the group represents the buying interests of over 500 outlets representing 250 independent retail businesses. With an expanding volume of business and range of services, AIS now requires a highly motivated and experienced IT manager to help formulate and implement an advanced IT strategy.

Reporting to the Managing Director, this challenging position will be responsible for all aspects of IT including management of the department, the development of system strategies to support the group's business plans and the provision of an expert consultancy service to member retailers. Candidates will need a proven track record in both project and people management, a sound technical background with experience of UNIX and PCs (LAN/WAN communications an advantage), and experience of retail systems is essential.

Applications to: Colin Wicks, Entity Software Ltd, Epic House, 85 East Street, Epsom, Surrey KT17 1DT.  
Tel: 0372 728990. Fax: 0372 728882.

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## EXECUTIVE OPPORTUNITIES

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## OBJECT ORIENTATION EXPERTS FOR LEADING BUSINESS DEVELOPMENT

Swiss Bank Corporation is one of the world's leading banks. Our London office is an integrated capital markets, treasury and investment banking operation employing over 1,000 people.

£30K - £50K  
inc. banking benefits  
City

We recognise that advanced technology can provide a competitive advantage in the world's increasingly competitive financial markets. Accordingly, we have adopted a technology strategy that is based on object orientation and open systems - using the latest workstations including NeXT and SUN.

To strengthen the team implementing this leading-edge strategy, we are looking for a number of creative, disciplined systems professionals from the financial services sector - people who have demonstrated the ability to deliver under pressure, to exacting standards, on time. All will be quality graduates or postgraduates (2:1 minimum) with impressive track records of professional achievement. All will have strong, clear ideas of their own and the ability to explain technical concepts to non-technical business people.

### BUSINESS ANALYST/DESIGNER

This key figure will specialise in Treasury Derivatives - defining and implementing a physical database using Sybase technology. This challenge will almost certainly involve the definition and tuning of data models. Consequently a sound understanding of Sybase, open systems architectures, UNIX, C++ and derivatives are essential.

### PROJECT LEADERS

These positions call for a combination of business, technology and management skills of the highest calibre. You will lead £multi-million projects and will need to have achieved success in using object orientation, and open systems methods.

One position calls for equities business experience, whilst the other demands extensive knowledge of trading systems. Both require proven management skills, hands-on planning and control experience as well as the necessary self-confidence and expertise.

### ANALYST-PROGRAMMERS

Our Equities business has opportunities for an analyst-programmer with considerable Sybase, C++ and UNIX experience. These skills will be fully exploited in replacing our existing trading systems. Once again, this is a very practical role involving the hands-on implementation of our new architecture. A solid grounding in a relevant applications area - ideally equities - is essential.

Within our global Service Products Division we need people of a rare nature. Analyst-programmers who can understand our division's existing TELON/CICS/DMS systems and move us, within 6-12 months, to Sybase/C++.

If you believe you have the qualifications and personal attributes needed for one of these challenging positions, please call our consultant, Steve Clayton on 071-253 7172 during office hours or on 0831 145022 evenings and weekends. Alternatively, send your cv, quoting reference 520, to him at JM Management Services Limited, Chandos House, 12-14 Berry Street, London EC1Y 0AQ. Fax 071-253 0420.

## National Sales Manager

The challenge to inspire a world-class team  
Welwyn Garden City, Herts

With a research investment of over £1m per day, SmithKline Beecham Pharmaceuticals is an international leader in the discovery and development of an impressive portfolio of new and innovative drugs for the world market.

While every pharmaceutical company is dependent on the effective sale of its products for its continued success, we hold the enviable position of possessing the single largest product marketing organisation in the country, with a network of over 300 representatives and Regional Managers.

Following recent promotion within the UK sales operation we need a highly-motivated sales professional to lead and develop one of our sales forces, through the regional management team, ensuring that our prominent position in the marketplace is maintained and that all potential sales opportunities are maximised. Prime responsibilities will include the supervision of successful product launches, target monitoring, marketing strategy and budget development.

With a proven track record gained in second line sales management, as a National or Field Sales Manager, or a top class Regional Manager, you should have the leadership and interpersonal skills necessary to inspire your team towards success and achievement. You'll also have the in-depth awareness of the current marketplace to produce innovative solutions to challenges facing sales forces and the National Health Service today. Your excellent organisational and analytical qualities should ideally be accompanied by some knowledge of product marketing.

Our remuneration package compares very favourably with our industry competitors. In addition to a very attractive salary, we offer comprehensive benefits which include bonus, pension and medical plans, share-matching scheme and relocation assistance where appropriate.

Please send your full career details to our consultants, Vivien Yule or David Collingham at Gaddesden Recruitment, 41 Devonshire Street, London W1N 1LN.

**SB**  
**SmithKline Beecham**  
Pharmaceuticals

Our Client is a major player in global telecommunications, providing a blue-chip customer base with products, services and international networking.

With 93% sales growth achieved in the last five years and significant growth planned for the next three, the organisation now seeks the individual who, more than any other, will be instrumental in achieving that goal.

The successful, London based, appointee will be an "entrepreneurial ambassador", seen by group operating companies across the world as the expert in all business development matters. But the overriding task will be to personally identify opportunities and lead the negotiations that will secure major new business wins.

Experience with an international I.T. (ideally datacomms and networks) organisation is essential, and must include line management in sales and marketing. A second European language would be valuable, together with an appropriate degree or equivalent.

A highly competitive package will be offered, designed to attract an outstanding individual.

Please write, enclosing a copy of your c.v., to Andrew Hatch, Senior Consultant, at Austin Knight Recruitment, Knightway House, 20 Soho Square, London W1A 1DS. Fax 071-439 5744. Please quote reference number A210. Alternatively you can telephone him on 071-439 5806.

Applications are forwarded to the client concerned therefore companies in which you are not interested should be listed in a covering letter.

Austin Knight supports equality of opportunity in employment.

**Austin Knight**

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## JUMPERS

### Franchise Manager • Concessions Manager

Jumpers are one of the country's leading specialist retailers who have achieved considerable growth in recent years. In order to expand this operation, they are seeking two operations professionals.

Both positions require a senior level operational background gained within either concessions or franchising. A knowledge of start-up is essential as is senior level negotiating experience. An executive package for both roles including a highly negotiable salary will be offered and location will be in the Lake District.

Please apply direct to our Consultant, Paul Meehan at  
Star Executives, 9/10 Market Place, London W1N 7AJ  
Tel 071 580 0843 Fax 071 637 7127

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**CVA**

## MARKETING AND MEDIA RELATIONS

City to £40k

Linklaters & Paines is one of the top international law firms based in the City of London.

We wish to appoint a Marketing Development Manager who will report to our Head of Practice Development. Key responsibilities will be to:

- Develop and implement effective marketing programmes
- Advise on and co-ordinate media relations
- Develop and implement employee communication programmes
- Manage the marketing team

This is a very much hands on role, working closely with a number of partners who have responsibility for developing their respective areas of our law practice, and with our public relations partner in respect of media relations. It offers tremendous scope to make a real contribution to our business development by helping to foster a positive marketing culture within the firm.

Our ideal candidate will have a good honours degree, a minimum of 5 years' marketing experience, which ideally will include some time in a professional services environment, experience of handling the press and other media and of managing a team. To succeed in this role you must be able to gain the confidence of the partners, and to deliver high quality business solutions against tight deadlines.

Please write, enclosing your CV, direct to our consultant Richard Chaplin, at Strategic Marketing Connections, 16 Hillsleigh Road, Campden Hill, London W8 7LE.

**L & P**

LINKLATERS & PAINES

## Sales/Marketing Director

Attractive package Nottingham

### Leisure

Sinks, Showers, Basins

Glynwed International plc is a Birmingham based group of companies with its roots in the engineering and building products industries. It is comprised of 100+ UK profit centres and principal overseas operations are based in the USA, Australia and Europe.

In 1991 Glynwed employed some 12,500+ people worldwide and had sales of £350m.

This outstanding career opportunity to join the board of Leisure, the UK's market leader in sink tops and with a consistent record of success in Europe, is being created by the promotion to managing director of the present post holder. Supported by a skilled team of professionals, you will be responsible initially for all aspects of UK sales/marketing.

You should have experience of selling lightware products to builders/plumbers/merchants preferably kitchen and plumbing products to national/regional merchants and demonstrate responsibility for a sales force turning over a minimum of £5m pa.

Other attributes required include a good record of sales development and the ability to make a substantial contribution to market strategy/product development. A degree/equivalent qualification is preferred.

The package will include a competitive salary plus substantial bonus opportunity and other benefits designed to attract capable and ambitious people.

For full information and a special one page Application Summary which should be completed and returned by Friday 18th June, together with a current cv, telephone our agents, Barkers LSW weekdays between 10am and 4pm on 021-616 1497 up to noon on Monday 8th June. Alternatively fax your name, address and telephone number on 021-643 5584 or 021-631 8738.

**Glynwed International plc**

## MANAGING DIRECTOR

**Volac**

John Poulten Ltd, the largest independent UK laboratory glassware manufacturer has built up, over many years, an excellent reputation for its quality products and service.

The impending retirement of the Managing Director opens the way for an energetic and creative successor, with drive and vision, to lead the strongly committed and supportive team through the next stage of the company's development.

The successful candidate, aged between 45 to 55 and probably educated to degree level, will possess first class communication skills and a flexible personality with the ability to work effectively from Board to factory level. A well developed team leadership authority combined with a high level of self motivation must also be demonstrated.

Previous experience in the industry is not essential but proven managerial and administrative skills, together with a clear understanding of financial control, marketing and general business strategy world-wide in a manufacturing environment, is necessary.

A competitive salary is offered together with a company car and other benefits normally associated with a position of this seniority. Relocation assistance will be provided if necessary.

If you feel you have the necessary experience, drive and commitment for this challenging role please write with full cv, in confidence to:-

A.P. Mayer, Managing Director, John Poulten Ltd., 71/92 Tanner Street, Barking, Essex IG11 8QD.

## PROFILES

### EXPERIENCED COMPANY LAWYER

Lawyer, 36, eleven years experience as employee in commerce and industry, seeks challenging role. Good all-round commercial experience. Ex-company secretary of quoted PLC. Drafting, negotiating, advisory skills. Self-starter. International experience. Oxbridge background. Immediate availability.

Telephone 061-434 9721.  
(No Agencies or MLMs)

### JAPANESE EXPERTISE

Senior Executive with broad experience in Manufacturing, Marketing, R&D and Strategy Planning. 32 years experience with major international chemical company. 10 years experience in Japan as Executive V.P. of Mitsubishi Group chemical company. Now acting as consultant to assist European and Japanese companies to bridge the business "Culture Gap". Good working knowledge of Japanese language. CV available.

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### Do you need an entrepreneurial, experienced COMMERCIAL / GENERAL MANAGER?

- I am looking for an opportunity to fully utilise my drive and skills to the benefit of shareholders. I can offer:
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- Experience of strategy, consultancy and M&A review.
- Motivation, leadership, communication and interpersonal skills.
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- Skills from leading UK business school, and much more!

If you think I could assist your company, please contact 0225-858838 or Box No 8433

### EXPERIENCED EXECUTIVE

For last 12 years, CEO of UK and US companies. Effective business developer with strong marketing and creative flair, having taken several companies to positions of worldwide market leadership, particularly in high technology engineering, environmental and petroleum related activities. Extensive commercial and operational experience internationally, from raising finance and start up through to successful mature operations. Interested in growth opportunities where my motivational and leadership skills could be of benefit.

Please telephone: 071 722 6786.

### FINANCE/MANAGING DIRECTOR

Chartered Accountant FCA, 45, world-wide experience including US, UK, Continental Europe, Far East and Australasia. Systems implementation, M & A, notation and general management specialist. Ready to accept new challenge in growing company. Willing and able to travel.

Please reply to Box No 8733

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Are you facing:  
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Professionals, successful executives and managers with an entrepreneurial spirit will help you over these hurdles.  
For specialist help and further information contact:  
Judith Maguire  
081 934 7476 or  
081 742 8054

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**Helen Thomas, Soundcraft Electronics Ltd, Cranborne House, Cranborne Road, Cranborne Industrial Estate, Porters Bar, Herts EN6 3JN. Tel: 0707 665000.**

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The Company is a highly successful, well established worldwide producer of fast moving consumer goods. Continuous commitment to increased market share and competitive strength, through manufacturing superiority, has created an exciting climate of challenge and change. Advancement of business processes, namely Logistics, Manufacturing and Purchasing, is fundamental to this strategy of improvement. Innovative I.T. systems driven by sound business criteria will undoubtedly play the greatest role of all.

To ensure personal success, highly developed influencing and presentation skills will be as vital as your self-confidence, dynamism and tenacity. In short, you must have sufficient personal presence to establish credibility at all levels within the business. You can expect to challenge current thinking at both strategic and operational levels in your pursuit of optimum Information Management.

Probably aged 25-35 years, of graduate calibre and with a minimum of 5 years systems/business analysis experience, you must be able to demonstrate successful system delivery within the business processes stated. Currently you may be a highly business oriented systems analyst, consultant or project manager.

We are looking for rare individuals—however, the career opportunity is second to none. You will be offered the chance to impact upon the evolution of the Company and to become a key player in this high profile team whilst significantly broadening your business experience and horizons. A substantial rewards package includes an attractive salary, bonus and benefits together with full relocation assistance where appropriate.

For a confidential discussion telephone our advising consultant Linda Torres, weekends 10.00am – 5.00pm on 0422-377580, business hours on 061-876 5201 or write/fax full career details (including salary) to the address below quoting Ref. 871.

**Torres  
Interact**

Sandpiper Quay, 36 Madwen Road, Salford M5 3EZ. Tel: 061-876 5201. Fax: 061-876 5203

## International Marketing Managers

**Datacommunications**

**Packages to c.£35k + Company Car**

**Thames Valley**

Our client is an established leader in this industry, with UK and International operations. Marketing plays a strategic role in achieving the company's business plan. Our client is committed to substantial investment in this area and we are therefore seeking two marketing professionals to fill new positions.

### Hybrid Networking

We require an individual to take responsibility for proactive marketing of the company's existing new Bandwidth Management products, fully exploiting new business opportunities worldwide. The successful candidate will be experienced in marketing traditional Time Division Multiplexer and associated networking products and supporting sales activities through Marketing information, analysis and communication.

### Modems/ISDN Products

This individual will have full product management responsibility from concept to retirement. The successful candidate will have well developed product marketing skills, yet be technically competent. Proven success in business planning and implementation is expected.

Candidates should be graduates or equivalent. Excellent presentation and communication skills are essential, together with an energetic and enthusiastic approach to achieving business goals. The company offers a vibrant but stable team environment, where the success of the individual is recognised and rewarded. For further information please contact Nicola Ogilvie or Michael Shannon today, SUNDAY between 2pm-6pm on 081-673 3416 or during working hours on 071-222 7766. Alternatively you can write to them enclosing your Curriculum Vitae to Ogilvie & Associates Ltd, Buckingham Court, 78 Buckingham Gate, London SW1E 6PE quoting reference number NO1126. Fax number: 071-233 0603.

**OGILVIE**

## MAJOR INTERNATIONAL TELECOMMUNICATIONS COMPANY POSITION: TECHNICAL DIVISIONAL MANAGER LOCATION: GLASGOW NEGOTIABLE PACKAGE + LARGE COMPANY BENEFITS

Have you a high level of technical credibility, commercial awareness and the ability to manage a business?

Are you experienced in large scale project management and negotiations of technical proposals?

Can you motivate and direct whilst being a team player and team builder?

Have you an understanding of Communications Software, Network Management and an appreciation of the business opportunities technology offers?

Day to day you will be involved in Network Management, Data Communications, Intelligent Networks and Database Development. Ultimately you will be responsible for a staff of 300.

The role is essentially one of a Commercial Business Manager prepared to travel, liaise with customers and visit HQ.

This is an exciting opportunity for the right man or woman who has the experience, aptitude and attitude needed to contribute and create. The successful candidate will have significant opportunity for personal growth and career development.

Quality of life in and around this European City of Culture is second to none, as is our client's relocation package.

Please respond by sending your CV to Duncan Fraser:  
Nucleus Consultants Ltd, Delton House,  
11 Vernon Avenue, Beeston, Nottingham, NG9 2NS  
Tel: 0602 677557 / Fax: 0602 677545 24 Hours

**NUCLEUS**  
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## Account Development Managers

## Motor Industry Consultancy Services

**c£35,000 pa  
+ car**

**Resource &  
Development Ltd**

SEARCH/SELECTION/APPRAISAL/TRAINING

Over a period of twenty years, our client, Alison Associates, has gained a reputation for providing high-quality management information to motor manufacturers and dealers enabling them to make critical operational decisions designed to improve the overall efficiency of their businesses.

Already acknowledged as market-leaders in the provision of creative solutions to the information needs of the European motor industry, the company's expansion programme now requires the appointment of two additional Account Development Managers, based at the head-office in Reading.

The successful candidates will be responsible for working pro-actively with vehicle manufacturers and importers to identify potential business opportunities. Having defined the project they will manage a dedicated team of operational and systems personnel committed to providing timely and cost-effective solutions to a diverse range of marketing and business management problems.

Applicants, probably aged 33-45 years and ideally of graduate level education, must be able to demonstrate proven expertise in field operations on behalf of a vehicle manufacturer or importer. A sound understanding of both sales and after sales functions would be an advantage together with an appreciation of business management techniques and the use of composites in the assessment and management of dealership activities.

Alison Associates has a clearly defined expansion programme which will enable its successful employees to enjoy considerable career enhancement opportunities. The envisaged remuneration is a basic salary c£35,000 pa. An outstanding fringe benefit package includes private health cover, non-contributory pension scheme, life assurance and fully-expensed car.

In the first instance applicants should send a comprehensive CV, including details of salary progression, to: Brian Hodges at Resource & Development Limited, Resource House, 8A High Street, Epsom, Surrey KT19 8AD.

## COMMERCIAL DIRECTOR Port Operations

**WEST SCOTLAND**

Clydeport Ltd., the recently privatised Clyde Port Authority is seeking to recruit a new Commercial Director - Port Operations to take responsibility for the Company's marine and commercial port operations.

This is a senior board appointment and the successful candidate must have demonstrated profit responsibility in charge of a commercial operation, probably in the transport industry but not necessarily in the port industry. It is unlikely that candidates under the age of 40 will have the necessary experience.

Clydeport Ltd has a series of major challenges to face following the announced closure of British Steel's Ravenscraig plant. The company is committed to the profitable development of the port facilities in four locations on the Clyde and has an ambitious programme to manage.

Benefits are significant with a salary c.£45,000, expensed car, contributory pension and a possible equity investment opportunity.

Applications in the first instance to: Mr. N. H. Finney, The Waterfront Partnership, 132 Buckingham Palace Road, London SW1W 9SA.



**CLYDEPORT  
LIMITED**

**BBC BBC BBC**

## Senior Management Trainer (Business Skills)

The BBC is changing rapidly as it prepares to meet the challenge of Charter Renewal. As a department, BBC Management Training is already helping senior managers deal effectively with these changes. We now want to recruit a specialist in business skills who can assist senior managers in: developing business strategies; planning; financial systems and controls; market awareness; Total Quality Management and other skills which will lead to improved business performance. You would become our specialist in this area whilst also working closely with colleagues on the general consulting and training work of our small but skilled and versatile team.

### The Role

Working to the Head of BBC Management Training you would - develop a consulting service to senior managers on the strategic business issues in their departments, facilitating events as appropriate - run training events about business, finance, pricing, quality and general management issues

- possibly work as a Key Client Manager for one BBC Directorate.

### The Skills and Qualities

You need: - strategic thinking and judgement; ability to deal effectively with complex, incomplete and ambiguous information - diplomacy, warmth, humour; ability to work collaboratively with a wide range of clients one to one and in groups - resilience, willingness to challenge; ability to work with minimal supervision in demanding situations and to find ways around obstacles - ability to communicate complex data and ideas in an attractive and accessible way.

### Knowledge and Experience

In depth knowledge of topics such as: business planning and finance, pricing, negotiating, purchasing, marketing, competitive strategy, competitor analysis, total quality and customer service.

Experience of consulting and training in large organisations, working with senior managers; line or project management.

Salary negotiable. Offered as a two year contract initially.

Based: BBC Elstree Centre, Borehamwood, Herts. Some UK travel is part of the work.

To apply: send a CV and a letter outlining why you think you might be the person we are looking for to: Jenny Rogers, Head of BBC Management Training, Room N402, Elstree Centre, Clarendon Road, Borehamwood, Herts WD6 1JF to arrive by June 12th.

**WORKING FOR EQUALITY OF OPPORTUNITY**

## Purchasing Manager

**Commercial Electronics**

**c£35,000 + Car**

**Home Counties**

Our client, part of a major multinational organisation, is a leading force in the design and manufacture of sophisticated commercial electronic equipment.

Their need is for a high calibre Purchasing Manager capable of developing and implementing systems and approaches to accommodate modern manufacturing methods and influencing all purchasing activity in the company's UK sites and overseas offices.

To qualify you will ideally be a graduate, aged 30-40, with sound experience of modern purchasing management, preferably gained in an electronics environment. It is equally important that you can demonstrate high level negotiation skills and a flair for innovation in a changing environment.

Interested candidates should write, enclosing full career details, to Robert Wilkinson at Robert Wilkinson Associates, Tudor House, 649 London Road, High Wycombe, Bucks, HP11 1EZ. Tel: 0494 473331.

**Robert  
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Throughout the Western world, Lansing Linde is mechanical handling - the act that our competitors have to follow.

With some experience - direct or indirect - of materials handling, logistics, you'll know that already. But instead of watching our performance from afar, you could be playing a part in it as our

## OVERSEAS AREA MANAGER FOR WAREHOUSE PRODUCTS.

The area in question embraces Europe, Scandinavia and the Middle East, and although you'll be UK-based, you'd spend a good 50% of your time actually in territory. Your most important activity will be to support our dealers in their own local sales and marketing initiatives, and you'll achieve this by identifying the key sales personnel and then giving them the training and support that will make them even more effective. On major accounts and large one-off customer projects, you'll be personally involved in the sales effort.

Your technical marketing experience - gained in capital equipment, logistics, or, best of all, materials handling - will have given you a broad familiarity with technical sales concepts. In understanding the business of warehousing you will be familiar with computer based analysis techniques. You'll also be good at compiling detailed reports and project plans, and at presenting them clearly and persuasively; a knowledge of French or German would obviously be useful.

The salary is truly competitive, and the benefits include a car, pension and life assurance scheme, and private health insurance.

Please write with a comprehensive c.v. to J.L. Hixon, Recruitment Manager, Lansing Linde Ltd, Kingsclere Road, Basingstoke, RG21 2JL.

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## MANAGER OF EDITORIAL SERVICES

FIRST MARKETING COMPANY, A DIVISION OF REED INTERNATIONAL PLC, publishes financial newsletters focused in the banking and insurance industries. This start-up operation is patterned after a proven American company with over 20 years of success in the United States and Canada. First Marketing specialises in targeted publications, developing custom newsletters from concept to delivery. We are searching for an ambitious editorial manager to join our senior team. Reporting to the Managing Director, this professional will play a significant role in launching our first newsletters and developing our editorial staff. The editorial manager will have a unique opportunity to develop a meaningful career within a large PLC.

The ideal candidate will be a creative self-starter who's willing to tackle a variety of tasks and demonstrates these characteristics:

- Proven writing, editing and communications skills.
- Working knowledge of the financial services industry (prefer publishing, writing or PR.).
- Analytical abilities and leadership skills.
- 3-5 years experience managing editorial staff.
- Ability to solve problems.
- Team-player.
- Recruiting and training experience.
- Educated to degree standard.
- Creativity and commitment.

An orientation and training programme will be undertaken in the United States for a minimum of four weeks. Remuneration package is flexible and will reflect the importance of the role. Includes large-company benefits. Send C.V., including current salary details, and writing samples to: The Managing Director, First Marketing Company, Greener House, 4th Floor, 66 Haymarket, London SW1Y 4RF.

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## MANAGER, INFORMATION SYSTEMS

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Our client, a well-established and expanding UK subsidiary of a multinational market leader in office equipment, has a substantial budget commitment to a new systems strategy to support the company's organisational growth over the next 2 years and beyond, creating the position of Manager, Information Systems, reporting to the Board. This is a first class opportunity to make a significant impact on I.S. development in an expanding environment.

A major contribution to long term systems planning is a key element along with controlling existing I.S. facilities: managing the introduction of new systems; and the establishment of operating procedures to BS 5750. An essential pre-requisite is an ability to relate the I.S. needs of the Company to its business activities, therefore proven management and Business Analysis experience are sought. Practical knowledge of distributed systems and networked multi-vendor environments, as well as the office equipment business would both be an advantage.

Written applications with full C.V. quoting Ref. HR/706 should be sent to: Headley Executive Ltd., 107 Lancaster Gate, London W2 3NQ. Tel: 071-262-2218 Fax: 071-723-9809

**Headley Executive Ltd**

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UP TO £60,000 P.A.  
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RELATED PAY



East Sussex County Council is committed to providing high quality services to a population of 74 million. Financial advice is a vital part of our drive to improve standards. Our turnover approaches £500 million and we employ over 20,000 people. We need first class financial advice in our policy direction (the Treasurer is a member of the Chief Officers' Management Team) and in our operations. We believe in putting financial advice close to the users to support the effective delivery of services. We are looking for a fully qualified accountant who will enthusiastically participate in the management of change. We intend to make our public services and our professional support 'fit to compete' in an increasingly challenging world for local government. Can you help us? If you can, please contact the County Personnel Officer, East Sussex County Council, Westfield House, County Hall, Lewes, East Sussex BN1 1R. Telephone 0273 482707. Closing date for applications: 17 June 1992.

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## Division Managers

### Analytical Instruments

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Assume full P&L responsibility and determine the strategy to deliver 20%+ growth annually by exploiting domestic and international markets for one of the following analytical instruments divisions: **Semiconductor Instruments, York**

Manage the design, manufacture and marketing of state-of-the-art semiconductor metrology instrument systems used for sub-micron process and quality control by major semiconductor manufacturers worldwide.

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Manage the design, manufacture and marketing of our leading edge microscopes for use in the biomedical, pharmaceutical and life science research worldwide.

You will have an in depth knowledge of the instrument marketplace and proven success in managing the growth of autonomous businesses. 35 to 55 years old, you will be a leader with vision and the ability to build strong teams and to execute successful business plans.

If this challenge matches your interest, please send your C.V. to: Keith Deighton, Senior Personnel Manager, Bio-Rad UK, Maylands Avenue, Hemel Hempstead, Hertfordshire, HP2 7TD.

**BIO-RAD Bio-Rad Laboratories**

## GENERAL APPOINTMENTS

### ENTREPRENEURIAL ASSOCIATE

Small company specialising in providing duty free merchandising, management and technical services to the air transport industry requires an Entrepreneurial Associate.

Applicants must have a recognised University Degree in Business or Computer Science and a knowledge of the air transport industry. Computer knowledge essential, age 25-30. Good prospects for enterprising candidates willing to be trained and be involved in exciting business. Remuneration with possible profit sharing negotiable.

Apply with full particulars before end May to Box No 8655

### FINANCIAL/MANAGEMENT CONTROLLER

for industrial joint ventures in the CIS - negotiating technical projects transfer from UK, France, Israel, etc working with local parties. MBA in finance, understanding of East European culture, experience in trade and border essential with also background in engineering.

Russian (mother tongue level), French, English, Hebrew required. Extensive travel involved. Salary negotiable. Please Reply to Box No 8821

A large Japanese travel corporation requires the following staff:

### OPERATIONS MANAGER

Substantial experience and a full understanding and knowledge of dealing with Japanese tourists in Europe is essential. Written and spoken Japanese are also necessary. An excellent remuneration package is offered to the successful applicant.

### THREE OPERATION ASSISTANTS

These posts require a basic understanding and experience of dealing with Japanese tourists in Europe. Fluent written and spoken Japanese is required. Excellent remuneration package is offered to the successful candidates.

### OPERATION MANAGER SCANDINAVIA/ OPERATIONS MANAGER E.C.

Knowledge of and experience in dealing with the operational side of Japanese tourists abroad preferably in Scandinavia/EC is required. Fluent written and spoken Japanese essential. Excellent Remuneration package offered to the successful candidates.

All applicants to Box No. 8826.

### SLICK CITY JOB

Are you one of the unlucky few who have recently been made redundant or likely to be? Or are you an ambitious Graduate?

Do you wish to pursue a rewarding, secure career in sales and management with a London based firm?

If you have sales and/or management experience, telephone personnel on:

071 495 4477

Or send C.V. to: 2nd Floor, 30 New Bond Street, London, W1.

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## GENERAL APPOINTMENTS

### Associate Director Finance and Administration

Clinical research  
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Our client is an international, forward-thinking pharmaceutical company committed to an ambitious global development programme.

To ensure the further development of its diverse product portfolio, it has created a single European research centre from which clinical trials across eight European countries will be controlled. Situated in a quite spectacular location at the very heart of mainland Europe, within easy reach of Switzerland, France and Germany, the centre offers superb facilities and a stimulating research environment.

As Associate Director, Finance and Administration, you will play a key role in the European research centre and be responsible for a small team that manages clinical trials budgets and financial control throughout Europe. You will also manage development of information systems and a centralised finance system for European clinical development.

Experienced in financial/budgetary control in the pharmaceutical industry, you will already have worked in an international environment and, ideally, have an understanding of the conduct of clinical research. In addition, you should have a customer-orientated approach and enjoy working with a wide range of people across Europe.

If you believe you have the experience to meet this challenge, contact Micheline Eames, Eames, Jones, Judge, Hawkins, 29 High Street, Welwyn, Herts, AL6 9EE. Telephone: 0438 840884.

### DEVELOPMENT SPECIALIST

CENTRAL LONDON £18,000-£22,000

Last year our International Division reacted swiftly to over 40 natural and man made disasters. In addition the British Red Cross is now directly involved in some 30 longer term development projects in Africa, the Far East and Eastern Europe. Our budget in 1991 was c.£30m for these overseas activities.

We are now seeking an experienced Development Specialist who will monitor current and future international development projects, liaise with the Geneva based International Federation of Red Cross and Red Crescent Societies as well as with member Societies to ensure proper funding and staffing of proposed projects and maintain close contacts with Government and other aid agencies. The selected candidate will report direct to the newly appointed Director of International Division, Geoffrey Dennis.

Applicants should hold degree level qualifications, have extensive overseas experience, preferably in a voluntary organisation or in an industrial group and be free to travel regularly and at short notice.

Starting salary will be in the range of £18,000-£22,000 but could be higher for a candidate of exceptional experience. Benefits include contributory pension scheme, BUPA and subsidised restaurant.

Applications, in writing only please, should give full career details and be sent to: Diana Whittingham, Personnel Director, British Red Cross, 9 Grosvenor Crescent, London SW1X 7EJ. Closing date: Monday 15 June 1992.

### British Red Cross

### Customer Service Executives

French - German - Spanish  
£15-£17,000 aae + benefits.

Due to internal promotion, this world leader in the area of commercial printing, wishes to appoint two graduates to be based at their Dunstable office. Working as part of a small multilingual export team, you will be totally involved in the customer service process. This will include handling the initial enquiry, negotiating costs, and monitoring the progress of an order through to final delivery. Aged 25 years + with a minimum of one year's commercial/manufacturing experience, and written and spoken fluency in one, or more, of the above languages, you will put your excellent communication and organisational abilities to good use and be offered very good prospects in return.

Fax 071 379 4558

**RECRUITMENT  
COMPANY**

071-831 1220 5 GARRICK STREET WC2E 9AR

### Production Manager

Director (Designate)

Staffordshire

£23,500 + Bonus + Excellent Package

An exceptional opportunity has arisen for a Production Manager/Director Designate to participate in the continuing success of this major manufacturer of industrial and household ceramics.

Reporting to the Managing Director you will have sound communication and leadership skills together with the ability to improve production and manufacturing efficiency whilst achieving exceptional quality in this sales-led company. Probably aged over 35 the ideal candidate will have experience in a production jobbing environment, be qualified to degree level in a technical discipline and be a strong team player.

Please reply enclosing your C.V. quoting Ref: 330192 to James Hyde, Brian Forbes Human Resource Group, 96, Evesham Rd, Weetley, Nr. Alcester, Warwickshire B49 5LW.

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North London 020 254 0101	Devon & Cornwall 0359 404 664	North East 0203 404 662
North London 020 254 0101	Wales 0359 404 664	North West 0203 404 662
North London 020 254 0101	Yorkshire 01937 404 664	South East 0203 404 662
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The Systems House is one of the fastest growing leasing companies in the country. Founded in 1990, last year's turnover was £5 million, this year we are aiming to double it.

Our market is the dynamic micro-computer systems business and although we have specialised mainly in Apple equipment we are now leasing other suppliers' equipment.

We have succeeded because we are aggressive, responsive and thorough. And what we promise, we deliver.

Now we need more sales professionals. People who are currently selling sales aid leasing, or who themselves are brokers in this specialised business sector. Most of all we require people who are dedicated to success and who recognise that minute lost not talking to a customer is a minute lost forever.

Our salary structure is negotiable and will depend upon experience; we are certain that the right applicants will not be disappointed.

To apply please send us your CV - maybe you could be even a little more imaginative. But one word of warning, if you don't have the experience, this is probably not for you.

Lansdowne House  
3-7 Northcote Road  
London SW11 1NG  
071 924 1199

**THE SYSTEMS HOUSE**

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With 60 branches and over 600 staff we need an outstanding person to head up our Human Resources function. We are a leading regional based Building Society, committed to remaining independent and strong, and becoming a major force in the Building Society industry.

The ideal candidate will be able to demonstrate abilities in the following:

- Organisational analysis and design
- Management and career development
- Change-management strategies and implementation
- Internal consultancy
- Reward and benefit strategies and packaging

This is a Senior Management appointment which will require a creative, results-oriented approach, which links the contribution of the Society's human resources to the needs of the business.

A salary and benefits package commensurate with the importance of this position will be offered.

Please write, enclosing C.V., to J.C.B. Sharp, Deputy General Manager (Operations), West Bromwich Building Society, 374 High Street, West Bromwich, West Midlands B70 8LR.

The Society is an Equal Opportunity Employer



Challenge Financial Management Ltd have just opened their new office covering the M25 region and are looking for ambitious, career minded men and women. They must have the desire and determination to earn an income to suit their goals. You might be a Financial Consultant who is dissatisfied with your present surroundings or commission levels, or someone with no sales background, just a desire to achieve your aims. If so I believe we have an exciting opportunity for you.

Call 081-665-1333 for an application.

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Still in the picture: when his television-company employer lost its franchise, Andrew Wilson, former senior reporter, took his skills to the media section of Greenpeace

## Going, going, gone freelance

The television franchise auctions led to sackings, but for some former staff new opportunities have developed, Anna Moore says

For most of the thousands of people made redundant from the television broadcasting industry, the franchise auctions last October could not have come at a worse time. Since the muzzling of television unions in the mid 1980s put an end to the restrictive practices that created over-staffing at all levels within the industry, and the government ruling that at least 25 per cent of all programmes be made by independent producers, there has been a shedding of excess weight during the past four years.

The subsequent loss of franchises by four broadcasters, Thames, TVS, TSW and TV-am, may swell the number of unemployed by 2,000 by the end of the year. However, although many of the losers may be licking their wounds, there are winners.

For many independent production and facilities companies, for example, the franchise auctions could not have been better timed. With television advertising and corporate video budgets slashed by the recession, the reshuffle — in which most of the new franchise holders are publisher-broadcasters with little or no in-house production — has been a cause for celebration.

"What we are seeing now is a shift away from vertical integration," says Alex Graham, the managing director of Wall To Wall, an independent company

being commissioned to make programmes by Carlton, which takes over from Thames in January. "My own view in terms of employment in the television industry is fairly bullish," Mr Graham says. "There will not be less television, but it will be made by fewer people. There will probably be a decline in some jobs, particularly in middle management, but a greater demand for others."

"The industry is becoming less bureaucratic and more efficient, with small, tight cores of top-level management looking after teams of talented, creative freelances."

The view is shared by Roy Addison, the former director of press and publicity at Thames, who, though shocked by Thames's loss of the franchise, anticipated the scale of change within the industry six months before the franchise auctions. He privatised the press office by forming Roy Addison PR and Associates, with Thames as its main client.

Mr Addison says: "The end of the golden days for television unions brought new working efficiencies. It used to be said that television was the world's only expanding industry — and despite all that is happening, that could still be true — but the nature of the work

available and the terms and conditions under which that work is done will change.

"Fewer creative risks will be taken, and the pressure for good ratings will grow enormously. Skeleton crews are now the norm at all levels of the industry."

To help most of its 800 employees to find full-time or freelance work in television, TVS has published Directory of Talent, a list

former head of studios, who is to become the general manager of the company's newly independent facilities in Maidstone, Kent, and at Westminster.

"It's a tough world out there," says Mr Warner, "but I am confident that the facilities will be a success. We shall operate on a core management and back-up staff of 12 and shall feed work back to former TVS staff we know and trust. We expect core work from the independents, which will be supplying the new franchise holders."

Thames, too, is employing 37 of its own staff to run Teddington Studios Ltd, its newly privatised independent facilities, and will retain its status as an independent producer.

Going freelance is not the only option. The new franchise holders may not be able to offer jobs to everybody, but they are recruiting staff at different levels. Mike Green, Carlton's new financial controller, was the finance director at TVS, and Martin Bowley, Carlton's director of sales, came straight from TSW, taking part of his former team with him.

Chris McLaughlin, the head of press and corporate affairs at Carlton, knows what it is like to lose a top job. He lost his at BSB when it

merged with Sky and spent a year freelancing in public relations.

"The business is changing", he says, "becoming far more commercial, with new criteria and new pressures. But it is still growing, and after a temporary period of instability, will even out, and there will be growth in the independent sector and in satellite and cable television."

One example of the benefits of such growth is Andrew Wilson. When TV-am lost its franchise to GMTV, Mr Wilson, then senior reporter, took his skills to Greenpeace Communications Ltd, the media arm of Greenpeace International, where he is the organisation's only in-house television reporter.

The pay may be less than in his previous post, but, for Mr Wilson, the new job is a bigger one; he is responsible for international television coverage of Greenpeace activities. Although the job includes doubling up in the press office, and facilitating media access to Greenpeace, his main area of expertise is television, producing complete packages that are fed into the international network through Visnews and WTN, satellite news agencies with which Greenpeace has a special arrangement.

He was the first Western journalist at the scene of April's nuclear radioactivity leak at the Sosnovy Bor reactor, 50 miles west of St Petersburg.

### Andrew Wilson now organises satellite coverage of Greenpeace

with the names and details of more than 250 staff from all areas of the company and distributed it to about 150 independent production and facilities companies.

Thames has produced Skills Register, an electronic database available to anybody looking for either freelance or permanent staff at all levels.

One TVS employee who will not be advertising "man with camera for hire" is Dave Warner, the

### LIFE AFTER REDUNDANCY

## How your partner can help you

EVERYBODY has heard the awful tale of the newly redundant executive who spends his days on station platforms because he dare not tell his wife. The cause is a total breakdown of communications in the marriage. The situation is particularly wretched because the support and understanding of a spouse is crucial.

All too often, partners become estranged and marriages founder. Relate, the marriage guidance organisation, reports a 30 per cent increase in couples seeking advice during the past two years, a rise accounted for almost entirely by recession-related difficulties such as redundancy, debt and house repossession. An understanding of the psychological processes will help a spouse to cope better. Many who suffer job loss feel that the value placed on them by society has been stolen from them. The more important the concept of success is to a man, the more of a trauma it will be when it is lost.

"Reassure your husband that it is him you love," suggests Joy Roberts-Holmes, the author of *Surviving Your Partner's Redundancy*. "Not the lifestyle that his job brought."

Zelda West-Meads, a counsellor for Relate, says openness is crucial. "Many men, as well as feeling angry, feel a failure, and are ashamed. They do not have the same network of friends that women have," she explains. "They bottle up feelings, which often result in inappropriate ways, often shouting at the wife and children."

This in turn leads to more rows and sometimes an increase in drinking. When this happens, Mrs Roberts-Holmes says, do not try to cope alone with a situation that has got out of control. Discuss the situation with your doctor, or a professional counsellor.

Communication between husbands and wives may be further strained by the fact that the

stress of redundancy temporarily renders many men sexually impotent. When this happens, they may abandon even small displays of affection for fear they may not be able to follow the process through. This is very destructive to the couple's relationship.

On top of all this, the wife may have her own feelings of anger and frustration. Mrs Roberts-Holmes quotes one woman as saying: "I could tear someone to pieces. That man has used my husband for years and years and now, just when we should be settling down to a nice lifestyle, the boss has made him redundant."

Linda Sheldrick, who is responsible for counselling training for H.D. Associates, a human resources consultancy, suggests that it is much better if spouses can find somebody else with whom to talk.

Mrs Roberts-Holmes is a self-employed consultant with a special interest in counselling spouses. "The wife is a key," she says, "both to helping the situation and to unlocking future thinking." She refers to several cases in which the job-hunter was not aware that his wife was happy to change direction. Establishing that she was open to the idea of self-employment, a different profession or a move abroad opened up new vistas.

Job loss may also expose an empty marriage previously shored up by an extravagant way of life. There is little hope for these couples, but most will emerge from the experience with a stronger, more honest relationship. Mrs Sheldrick thinks it helps to remember that "people do come through redundancy".

### Most couples will emerge with a stronger and more honest relationship

CLARE HOGG

Surviving Your Partner's Redundancy, by Joy Roberts-Holmes (Kogan Page, £4.99). H.D. Associates, 071-437 9149. Relate is a national organisation, whose telephone numbers are in Yellow Pages.

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Further details and application forms can be obtained from Mrs G. Lyles, (Ref. 1692), JNCC, 3rd Floor, Monks House, City Road, Peterborough PE1 1JY. Telephone (0753) 62626 Ext. 4211. Closing date: 10 July 1992.

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## Vision mixer self-employed

Hall (Inspector of Taxes) v Lortimer  
Before Mr Justice Mummery  
[Judgment May 22]

The activities of a skilled, freelance vision mixer involved in the production of television programmes were those of a person who was in business on his own account and he was taxable on the fees he received as a self-employed person under Schedule D.

Mr Justice Mummery so held in the Chancery Division when dismissing an appeal by the Crown from a determination of a special commissioner (Mr D. A. Sturges) that had upheld an appeal by the taxpayer, Mr Ian M. Lortimer, against assessments to tax raised on him on January 26, 1990 in respect of the years from 1984 to 1989 under Case I of Schedule D.

Mr Laurence Henderson for the Crown; Mr Stephen Allcock for the taxpayer.

MR JUSTICE MUMMERY said that the taxpayer, when leaving his full-time employment in 1985, worked as a skilled vision mixer with various television companies.

Operating closely with a programme director, as a type of editor he selected camera shots

taken from different angles to be used in a production.

He worked in a studio with expensive equipment that was owned by the television companies. He was a member of the Association of Cinematograph Television and Allied Technicians.

In a volatile industry he had kept busy, having some 120 to 150 engagements a year. He took bookings from his home. He had no full-time or long-term contracts with companies.

He received a lump sum payment for an engagement and his travelling expenses.

He did not contribute to the cost of producing a programme and did not share with a production company any profits or losses.

The taxpayer was registered for VAT and had effected a retirement annuity policy and taken out insurance against sickness.

The Crown contended that the taxpayer was not engaged in business on his own account but was taxable on his receipts under Schedule E; see section 181 of the Income and Corporation Taxes Act 1970.

The commissioner found that the contracts that the taxpayer entered into were not contracts of employment and that his activities

had the hallmarks of a man who was in business on his own account.

The appellate court could only interfere with that determination if the commissioner had either misdirected himself in law or come to a decision on the facts that was so unreasonable as to constitute an error of law; see *Lee Ting Sang v Chung Chi-Keung* [1990] 2 AC 374.

There was a broad measure of agreement on the law; the taxpayer a person performing services in business on his own account or was he working as an employee under a contract of service?

Clearly no one single test was applicable. As Lord Goff said in *Lee Ting Sang* (at p382) the matter had never been better put than by Mr Justice Cooke in *Market Investigations Ltd v Minister of Social Security* (1969) 2 QB 173, 184-185.

To determine whether a person was in business on his own account the court had to consider many factors; it could not run through a checklist or items pointing one way or the other.

A whole picture had to be painted and then viewed from a distance to reach an informed and

qualitative decision on the circumstances of the particular case.

Mr Henderson argued forcibly that the taxpayer was not in business on his own account. He did not, it was said, provide any equipment nor hire any other persons; the production company controlled the times and places where he worked and the producer had control of the programme.

The taxpayer, he argued, took no financial risk in a programme, had no investment in it or opportunity for profiting from it. The only risk that he ran was not being able to obtain work.

Despite the force of those submissions they were not persuasive enough to show that the commissioner had erred in law. He had been aware of the proper test to be applied and had examined carefully the documents, the relationships between the parties and asked himself the correct question.

Moreover, the commissioner had referred to the helpful and persuasive decision of the Court of Appeal in *O'Kelly v Trusthouse Forte plc* [1984] QB 90.

The commissioner had reached a decision that gave an appellate court no grounds to interfere.

Solicitors: Solicitors of Inland Revenue; Simmons & Simmons.

## Zero-rating on incomplete garment

Customs and Excise Commissioners v Ali Baba Tex Ltd  
Before Mr Justice Auld  
[Judgment May 22]

When an incomplete garment, or part of it, reached such a stage at the point of supply that it could be regarded as "designed as clothing for young children and not suitable for older persons" it was zero-rated within item 1 of group 17 of Schedule 5 to the Value Added Tax Act 1983.

Mr Justice Auld so held in the Queen's Bench Division in giving a reserved judgment dismissing an appeal brought by the Customs and Excise Commissioners against the decision of a value-added tax tribunal, chaired by Mr F. W. E. Taylor, QC, on August 28, 1990 allowing an appeal by Ali Baba Tex Ltd and discharging an assessment to VAT on £809.76 in respect of two periods of three months ending August 31, 1986 and February 28, 1987 respectively.

Item 1 of Group 17 of Schedule 5 to the Value Added Tax Act 1983 provided: "Articles designed as clothing or footwear for young children and not suitable for older persons (are zero-rated)".

The notes to item 1 provided: "Items do not include articles of clothing made wholly or partly of fur skin, except—(a) headgear; (b) gloves; (c) mittens; (d) any garment merely trimmed with fur..."

Mr Robert Jay for the Customs and Excise; Ali Baba did not appear and was not represented.

MR JUSTICE AULD said that Ali Baba carried on the business of pleating textiles for other companies and firms making ladies' and girls' outer garments.

The assessment was raised on 12 invoices issued by Ali Baba in respect of work done by it in the pleating of pieces of textile belonging to customers who made the pleated pieces into skirts for young girls which were not suitable for older girls or women.

The first question was whether Ali Baba, by pleating its customers' pieces of material "produced" goods by applying to them a treatment or process within the meaning of paragraph 2 of Schedule 2 to the 1983 Act.

If it did, it was a supply of goods capable of being a zero-rated supply under group 17. If it did not, it was a supply of services to which that zero-rating could not apply in the circumstances.

The tribunal found that by applying the permanent pleating process Ali Baba produced goods. Mr Jay submitted that the tribunal was wrong in law to find

that the company's pleating process was a production of goods and therefore a supply of goods. He referred to the definition of "produces" in *The Oxford English Dictionary* and on the strength of that he submitted that in that context "produces" meant the creation by the application of a process to an article of an article qualitatively different, or different in character, from that before the application of the process.

The court had to interpret the word "produces" in the 1983 Act in its ordinary and natural meaning according to its context. It clearly meant the production of a new or different article. But it depended on the nature and use of the article in question what factor, or what combination of factors, was sufficient to make it a new or different one.

Function might be one of the appropriate factors to consider, but its inclusion would not always provide a ready answer. That brought problems of interpretation of its own.

Whether the application of a process to an article involved a change of function might be a matter of degree. It could be said, without straining language, that a piece of pleated material had a different function from one that was unpleated in that it was suitable for a wholly different type of skirt. To limit the question to one of change of function was an artificial exercise in semantics.

In his Lordship's judgment, the tribunal correctly identified the proper legal test, namely, whether the combination of various criteria of size, shape, appearance and composition resulted in so significantly changed goods that they could in ordinary parlance be described as a new or different goods.

There was so significant a change in the character of the fabrics resulting from the permanent pleating process that the tribunal was entitled to regard it as amounting to the production of new or different goods.

The second issue was whether the pleated pieces of material, not yet made into skirts, were "articles designed as clothing" so as to come within that definition for zero-rating in item 1 of group 17 of Schedule 5 to the 1983 Act.

Mr Jay submitted that a piece of fabric could not be an "article of clothing" for the purpose since he said that the statute required it to be an entire "article" not merely part thereof.

The tribunal found that the word "clothing" included the components of a garment as well as the complete garment in reliance on *James v Jones* [1994] 1 QB 304 concerning the interpretation of "article of food". Mr Jay submitted that the case was of little assistance because all the items were themselves articles of food. For that reason, and also because it was concerned with a different statutory context from that here, his Lordship agreed with Mr Jay.

As to the effect of item 2 on the construction of item 1, the tribunal considered that as it expressly excluded "articles of clothing made wholly or partly of fur skin" to certain exceptions. Those exceptions remained part of item 1 and were a useful aid to the interpretation of the expression "articles designed as clothing".

Mr Jay submitted that since buttons, belts and buckles were articles of clothing in their own right, the draftsman had clearly so regarded them by expressly referring to them in that way. Thus, he submitted, the tribunal was wrong to interpret the item by that route.

However, while a belt was clearly an article of clothing in its own right, that could not be said of buttons or buckles which only had a clothing function if attached to some other article.

Accordingly, his Lordship agreed with the tribunal that the reason in item 1 of such objects was some indication that they were not confined to completed articles of clothing and might, in certain circumstances refer to uncompleted garments or parts of garments.

In his Lordship's judgment, however, the question could be answered in a broader way. It was important to note that the expression to be interpreted was "articles designed as clothing for young children".

In that respect it might be contrasted with items 2 and 3 which were respectively "protective boots and helmets for industrial use" and "protective helmets for wear by a person driving or riding a motor cycle".

It was also important to note here that the tribunal was concerned with articles, namely fabric which had been designed and cut to certain size and shape and hemmed, which, when pleated, were suitable only for clothing young children.

They were, when pleated, designed and suitable only for that purpose. The fact that more remained to be done to them did not deny them the description of "articles designed as clothing for young children".

His Lordship was accordingly of the view that where, as here, an article had been produced to such a state that, even though incomplete as a garment for a young child, its design was such that it was suitable only for that purpose, it was an "article designed as clothing" for young children and qualified for zero-rating within item 1 of group 17 of Schedule 5.

His Lordship added by way of caution that it did not follow from his judgment that every incomplete garment or part of a garment destined to end up as, or part of, an article of clothing for a young child, whether considered at the stage of original manufacture or after the application by another to it of a process, was zero-rated.

It was only when the incomplete garment, or part of it, had reached such a stage at the point of supply that it could be regarded as "designed as clothing for young children and not suitable for older persons" that it could so qualify.

Solicitors: Solicitors, Customs and Excise.

## Passenger in airport not disembarking

Adatia v Air Canada  
Before Lord Justice Purches, Lord Justice Stocker and Sir Christopher Slade  
[Judgment May 21]

An arriving passenger using a "travelator" at Heathrow Airport, prior to immigration and customs formalities, was not in the course of disembarking from an aircraft within the meaning of article 17 of the Warsaw Convention, given legal effect in the UK by section 1 of the Carriage by Air Act 1961, despite the fact that she was following behind her mother who was being pushed in a wheelchair by an airline employee.

The Court of Appeal so held in dismissing an appeal by Air Canada against a decision of Judge Harris, QC, on March 26, 1991 by which it was ordered to pay to the plaintiff, Miss Kherunisha Adatia, damages of £46,500, together with interest of £7,760, arising out of an accident which she suffered at the airport.

Miss Charlotte Jones for Air Canada; Mr William Hibbert for Miss Adatia.

SIR CHRISTOPHER SLADE said that the appeal raised a question of some general interest as to the construction of a provision of the Warsaw Convention 1929.

On reaching the end of the "travelator" the wheels of the wheelchair stuck in the edge of the slope which led to the normal floor level and the plaintiff had been injured by being trapped between the wheelchair and the left hand side panel.

The action had not been brought for almost three years and Air Canada had contended that the claim was barred by the Warsaw Convention, article 17 of which provided: "The carrier will be liable for... injury suffered by a passenger... in the course of embarking or disembarking." By article 29 a two-year period of limitation was provided.

While there appeared to be no relevant English authority as to the meaning of "embarking or disembarking" the problem had given rise to extensive case law in other jurisdictions.

In *Macdonald v Air Canada* (439 F 2d 1402 (1st Cir 1971)) the US Court of Appeals had concluded: "If these words [operations of disembarking] are given their ordinary meaning, it would seem that the operation... has terminated by the time the passenger has descended from the plane... and has reached a safe point inside of the terminal..."

A number of subsequent authorities had, however, suggested that the mere fact that a passenger was at a particular time within the limits of the air terminal did not necessarily preclude him from being within the operations of disembarking or disembarking.

Mr Justice Purches, Lord Justice Stocker and Sir Christopher Slade, in their judgment, suggested that the mere fact that a passenger was at a particular time within the limits of the air terminal did not necessarily preclude him from being within the operations of disembarking or disembarking.

His Lordship was satisfied that the judge was right to conclude that the plaintiff at the time of her accident was not still engaged in

## Costs order proper

DPP v Silver  
An order refusing an acquitted defendant his costs under paragraph 2.1(a) of Practice Direction (Crime: Costs) (1989) 1 WLR 625, on the ground that his own conduct had brought suspicion on himself, was a perfectly proper one and could not be interfered with by the High Court unless it was one which no reasonable bench of

justices could reach on the evidence.

The Queen's Bench Divisional Court (Lord Justice Beldam and Mr Justice Laws) so held on May 15 in dismissing an appeal by way of case stated by Mr Brian Silver against the decision of Wells Street Justices refusing him his costs from central funds having found that there was no case to answer.

Solicitors: Harveys Beaumont & Son.

## Assisting management of brothel

Jones and Another v Director of Public Prosecutions

It was not a necessary condition for the offence of assisting in the management of a brothel contrary to section 33 of the Sexual Offences Act 1956, that the defendant had actually exercised some control over the brothel or carried out some specific act of management.

The Queen's Bench Divisional Court (Lord Justice Beldam and Mr Justice Laws) so held on May 18 in dismissing an appeal by way

of case stated by Darren Jones and Christopher Wood against the decision by Croydon Crown Court of their appeals against conviction for assisting in the management of a brothel contrary to section 33 of the Sexual Offences Act 1956.

Section 33 provided: "It is an offence for a person to keep a brothel, or to manage, or act or assist in the management of, a brothel."

LORD JUSTICE BELDAM said that the wide words of the section should be given their

ordinary meaning. Exercising control was a requirement of "managing". Nor was a specific act of management required. "Assisting" was a wider concept.

Nor everyone involved with the brothel, such as a cleaner could be said to assist in the management. The question was one of fact in each case. In the instant case where the appellants had taken advertisements to the post office and even paid for them, the evidence was clear.

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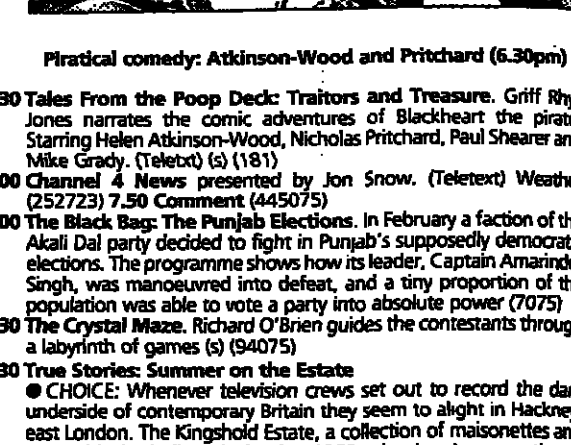







**CHANNEL 4**

6.00 Channel 4 Daily (1106029)  
9.25 Schools (84250636)  
12.00 The Parliament Programme (23346)  
12.30 Business Daily. Financial analysis (75297)  
1.00 Sesame Street. Early learning series (r) (63452)  
2.00 Check Out '92. Consumer affairs programme (r) (97356636)  
2.25 Channel 4 Racing. Brough Scott introduces coverage of the Coronation Cup from Epsom. (2.35) ARC Handicap Stakes; (3.05) Stanley Wootton Stakes Handicap; (3.45) Hanson Coronation Cup (4.15) Seven Seas Stakes (29042636)  
4.30 Fifteen to One. Quick-fire general knowledge quiz (636)  
5.00 The Oprah Winfrey Show. Winfrey talks to married couples who are living under the shadow of AIDS (5328988)  
5.55 Laurel and Hardy. Cartoon adventures (r) (191162)  
6.00 My Two Dads. Weak comedy about a teenage girl adopted by two fathers (r). (Teletext) (29)



**Practical comedy: Atkinson-Wood and Pritchard (6.30pm)**

some of the residents during the night. The film depicts the shocking picture of poverty, violence and neglect. Frustrated by community inactivity and internal squabbling, the tenants' leader is killed by a heart attack. A pensioner dies and no one finds the body for three weeks. Squatters hack their way into empty properties. Harassed council officials, with no money to offer quick solutions, try to stall the anger by ordering yet more reports. The hopelessness is palpable and there seems no end to it. (Feetrest) (s) (502723)

1.05 **Sumo: Rites of Passage.** A documentary about the qualities that are required by the Ozeki and the Yokozuna wrestlers in order to rise up the Banzeuke, or ranking list (s) (767181)

1.35 **First Frame: Painted Faces.** Student film-maker Tom Hoopes

**1.50 The Bridge.** Fifth of an eight-part drama series set in a small Dutch village on the eve of the second world war. Starring Tom Jansson and Carine Crutzen. With English subtitles (18367)

**2.40am Film: A Home of Our Own** (1975). Sentimental tale based on the life of the Catholic priest Father William Wasson (Jason Miller), who founded an orphanage near Mexico City. Directed by Robert

6.30-7.00 Block  
Nature Watch ☒

10. Prisoner: Block H (50152) 2.25  
 11. Prisoner: Block H (50152) 2.25  
 12. Prisoner: Block H (50152) 2.25  
 13. America's Top 10: 12.25 Delivery 2.50  
 14. Night Heat (51287) 2.50 Film: Devil on Horseback (500766) 2.50-2.50 Abolition  
 15. 54: London excepts 10.00-5.40 Home and Away (9759162) 6.00-5.40 Coast to Coast  
 16. 6.30-7.00 Bookstarts (8393) 7.30-8.00  
 17. 7.00-7.30 The Human Ties (733) 10.40 The Human Ties (733) 10.40 The Human Ties (733) 10.40  
 18. 10.40-11.00 Prisoner: Block H (50435) 12.05 Newman's Gorillas  
 19. 12.05 Newman's Gorillas  
 20. London excepts 1.50-5.20 Garden Time (88379278) 5.10-5.20 Home and Away (2645510) 6.00 Northern Life (87000) 6.00  
 21. 6.00-6.30 Earthmovers (8393) 7.30-8.00  
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 64. 6.30-7.00 Bookstarts (8393) 7.30-8.00  
 65. 7.00-7.30 The Human Ties (733) 10.40 The Human Ties (733) 10.40  
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**Lodons** (average 1.50pm-2.20) Sons and  
Daughters (683972) 3.25-3.59 *A Country  
Practice* (232643) 3.59-5.10 *Home and  
Away* (264951) 6.10 *So Tonight* (871) 6.30-  
6.40 *Glenroe* (8391) 7.30-8.10 *House Style*  
5.15 10.40 *Counterpoint* (228758) 11.10

**RADIO 4**

**Stereo on FM**  
5.58am *Shogun* Forecast 6.00  
News Briefing, and 6.03  
Weather 6.10 Farming Today  
6.25 *Parade* for the Day 6.30  
Today, and 6.30, 7.00, 7.30  
7.00, 8.40 *News* 8.45  
8.45, 9.40 *News* 9.45

**Company's version of *Ubu***  
with actors, some fruit and a  
lot of vegetables (c)

**4.45 Short Story: *Guavas in Symp***,  
by Trish Fitzpatrick. Read by  
Grisy McGrath

**5.00pm *Ubu* Short Story Forecast**  
5.00pm *Ubu* Short Story Forecast

**05 Face the Facts (r)** 7.20  
**06 The Hospital:** An eight-part series on life in one of Britain's largest hospitals — *Walsgrave in Coventry* (4) 7.20  
**07-10-30 Sad Cypress (FM only):** Penultimate episode of Agatha Christie's novel with John Moffat as Hercule Poirot and Emma Fielding as Florrie. **CHOICE:** William Harrison's investigation into why and how we are anesthetized for operations is comforting rather than depressing. Only one person in 100,000 runs the risk of dying. **7.20**  
**Woman's Hour (LW only)** 7.20  
**Doctor, Will I Wake Up? (FM only)**

00 An Act of Worship (LW only)  
15 The Bible (LW only) John,  
read by Tony Britton (3)  
30 Woman's Hour Looks at  
women who threw away their  
chastity belts to go on the  
crusades; interviews Judith  
Ward; and talks to Rory Block,  
blues singer. Ind 11.00 News  
30 From Our Own

7.00 You and Yours, with John Howard  
7.25pm Slightly Foxed: Gili Pyrah with guests in the well-read literary panel game (s) 12.55  
7.25pm *Woman's Hour* (LW only) (r)  
8.00 Analysis: Tiger, Tiger... Burning Bright. In the first of two programmes, John Keay

40 The Archers (r) 1.55 Shipping Forecast

and Denis Lin star in Robert East's play. Connie is anxiously awaiting the results of a breast scan. Don, an old admirer from thirty years ago, turns up

9.30 Kaleidoscope  
9.45 The Financial World Tonight

00 Prime Minister's Question

00 News  
05 Kaleidoscope: Reports on

**Days:** Terry James's dramatisation of Jules Verne's

12.00-12.33am News, and 12.27

World Service (LW only)

**FREQUENCIES:** Radio 1: 1053kHz/285m; 1089kHz/275m; FM-97.6-99.8. Radio  
FM-88-90.2. Radio 3: FM-90.2-92.4. Radio 4: 198kHz/1515m; FM-92.4-

trial: 1548kHz/194m; FM 95.8 GLR: 1458kHz/206m; FM 94.9; World  
vice: MW 648kHz/463m.

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